

THE

OCT 2 1 1944

MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



Candy Making Emerges from Dark Ages

By Wilfred A. Mosehauer

"The mysterious secret art of candy making is no longer too well concealed from those who wish to learn how to make it."

第八条 第7

Industrial Wage and Salary Stabilization

By O. C. Cool

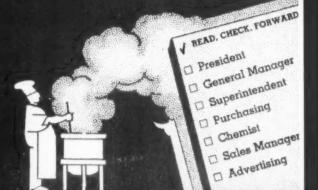
"In the midst of more dramatic developments along the labor front, such as manpoiser priorities, employers must not overlook the almost month-to-menth changes in wage and salary stabilization."

Storch Boards and Their Use

By W. H. Childs

This writed features discurring of these types of starch trays and





COSMO FLAVORS

Authentic Flavor, Uniformly Fine Quality, and Consistent Economy are the attributes that have made COSMO one of the country's outstanding names in the field of candy flavoring. There are over 85 fine flavors in the COSMO Line . . .

USE THEM WITHOUT DELAY











PRESENT DAY SOCIAL CLUBS DEVELOPED FROM "CHOCOLATE HOUSES" WHERE FAMOUS ENGLISH STATESMEN, AUTHORS, WITS AND COURTIERS GATHERED DAILY....



"BACHMAN KNOWS CHOCOLATE" from 40 years experience in selecting, blending and refining chocolate for leading makers of candies, fountain syrups, icings, desserts and other fine foods. If you have chocolate problems, bring them to Bachman...because

BACHMAN Knows CHOCOLATE

BACHMAN CHOCOLATE MFG. CO., MOUNT JOY, PA



ing beyond possibility of contradiction that it is a wholesome, stimulating food. On the battlefields and battle fleets, and in the rest billets of our armed forces, the true value of its energy-giving goodness is being confirmed day after day. Candy's place, therefore, in the food world of tomorrow is firmly fixed. It remains only for the individual manufacturer to see that the candy produced in his plant maintains the high standard of purity and quality that will be demanded of all food producers in the post war era. One safeguard will be to choose his raw material suppliers carefully and to make them toe the mark in providing top-grade materials at a mutually agreeable price. From long experience, confectioners know that of all materials used, good flavors are a sine qua non of good candies . . . and that candies FLAVORED BY FRITZSCHE are tops!

You can't go wrong if you use these timely and popular imitation flavors in your candies:

FRITZBRO COCONUT
FRITZBRO RUM & BUTTER
FRITZBRO AROME PINEAPPLE
FRITZBRO AROME MAPLE
FRITZBRO H.C.F. RASPBERRY
FRITZBRO H.C.F. WILD CHERRY

FRITZSCHE BROTHERS, Inc.

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. PACTORIES AT CLIFTON, M. J. AND SELLAMS (VAR) FRANC

THE

MANUFACTURING

CONFECTIONER

"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers
PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

Founder EARL R. ALLURED



PUBLISHER & EDITOR
P. W. Allured

ASSOCIATE EDITOR
Edgar P. Mercer

TECHNICAL EDITOR
W. H. Childs

CLINIC SUPERINTENDENT
Eric Lehman

EASTERN MANAGER William C. Copp

CIRCULATION P. C. Heise

ENGLISH REPRESENTATIVE

L. M. Weybridge

21b Salisbury Rd. Hove, Sussex

SUBSCRIPTION PRICE: ONE YEAR, \$3.00

TWO YEARS, \$5.00

Entered as Second Class Matter at the Post Office at Pontiac, Illinois, under the act of March 3, 1879. Copyright, 1944, Prudence W. Allured.

PER COPY, 35c

Vol. XXIV, No. 10

OCTOBER, 1944

IN THIS ISSUE

Candy Making Emerges from "Dark Ages	19
Industrial Wage and Salary Stabilization— By O. C. Cool	22
Dictionary of Raw Materials	24
The Manufacturing Retailer	25
Technical Literature Digest	26
Candy Clinic	27
M. C. Book Reviews	33
Candy Equipment Preview3	9-54
Starch Boards and Their Use—By W. H. Childs	41
Patents	51
By Appointment to the Discriminating	55 56
Electronics Aids Package Wrapping	58
The Clearing House(Classified Advertising)	62
May We Suggest?	66
Advertisers' Index	66

PUBLISHED MONTHLY ON THE ISTH BY

THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY

Publishers of

THE MANUFACTURING CONFECTIONER . THE BLUE BOOK . THE CANDY BUYERS DIRECTORY

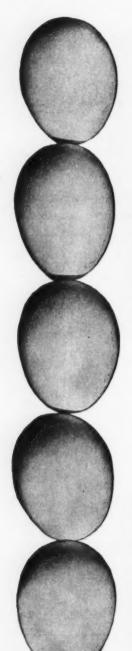


Publication Office: Pontiac, Illinois



Eastern Office
303 West 42nd St., New York City 18, N. Y.
Telephone Circle 6-6456

Executive Office 400 West Madison St. (Daily News Bldg.) Chicago 6, Illinois, Telephone Franklin 6369



TRANIN'S Quality FROZEN EGGS DRIED

Quantity isn't everything. The sturgeon lays millions of eggs but you don't see folks standing in line for caviar. Size isn't everything, either. Ostrich eggs are big but there's no market for them. But when, right in the heart of the egg-laying region, one plant — TRANIN'S — is outstanding, there's a reason. TRANIN EGG PRODUCTS COMPANY has devoted itself exclusively to egg products and knows how quality frozen and dried eggs should be produced. It's the technique that counts.



For a while it looked as though we would have no dried eggs to offer for the duration, but some factors have entered into the market which make it possible for us to solicit a limited number of new accounts. We would like to make friends with you—we would like to have you join the many accounts we have held for years—we would like to have you learn for yourself the reasons why TRANIN'S has become so outstanding in the field.

TRANIN EGG PRODUCTS COMPANY
217 OAK STREET KANSAS CITY 6, MO.





"It's Money In Your Pocket"

To Be Listed In

The WHO'S WHO of Candy Plants

How BIG are you to your jobbers?

Those "volume buyers" of your candy who will be so important to you when the "seller's market" ends, know only as much about you as you tell them. You are, to them, only as "big" as the knowledge you have provided.

How many have ever been in your plant?

How well do Buyers know your executives?

Perhaps not one in a hundred of the vitally important 9000 volume buyers of candy have ever visited your plant or really know your executives.

Do they know your quality standards?

Confidence is built not only on knowing how good a candy tastes but in the assurance that its ingredients are pure and its manufacture is sanitary.

Do they connect your Brand Names to your name?

We know from hundreds of inquiries how often Candy Jobbers have not been properly sold the connection between Brands and the firm.

Tells Who you are and Where you are!

The Candy Buyers Directory lists more than 550 wholesale manufacturers and gives their addresses to these 9000 volume candy buyers.

Tells What You Make!

It classifies by 60 kinds of candy the firms from which they can be bought. It provides this useful information to every wholesale jobber of candy, army and navy procurement offices, grocery and chain store buyers, tobacco wholesalers, department store buyers and big retailers. It is the reference source of information for all big buyers of candy and is the only directory of its kind.

OPPORTUNITY

to tell the people who ought to know, all about your firm.

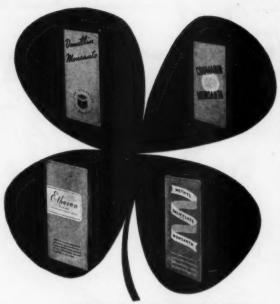
Advertising in the Candy Buyers' Directory gives you the chance to visually take your prospects into your plant, meet your executives and understand the quality and objectives of your house. Make good friends of these jobbers and tell them a lot about your product and plant for they are your direct customers. Make sure your firm name and brand names are connected in their minds. Make the 1945 Candy Buyers' Directory your "Who's Who."

THE Candy Buyers' DIRECTORY

published by

The Manufacturing Confectioner Publishing Co.

Publishing office: 400 W. Madison St., Chicago Eastern office: 303 W. 42nd St., New York



FOUR SYNTHETIC FLAVORING MATERIALS

to put "good luck" into your postwar planning

Monsanto flavors, made under exacting manufacturing methods and strict laboratory control, have the same high quality that won enthusiastic approval of so many concerns in your industry before the war. Because of quality control Monsanto synthetic flavors will put "good luck" in your postwar planning. These products always have the same high flavoring strength, making it easier for you to obtain uniform results in your production.

ETHAVAN (Ethyl Vunillin) — Highly aromatic synthetic flavoring similar to vanillin but not identical with it. Relative flavoring strength approximately three times that of vanillin.

METHYL SALICYLATE, (U.S.P.) — Synthetic oil of wintergreen for flavoring foodstuffs and beverages.

VANILIN MONSANTO (U.S.P.)—Synthetic vanilla flavoring for foodstuffs and beverages.

Unless you are a regular Monsanto customer, we may not be able to supply you commercial quantities of Monsanto flavorings under restricted wartime production. However, we will be glad to send you information or samples to help you in creating your postwar products. Inquire of: Monsanto Chemical Company, Organic Chemicals Division, 1700 South Second Street, St. Louis 4, Missouri. District Offices: New York, Chicago,

ces: New York, Chicago, Boston, Detroit, Charlotte, Birmingham, Los Angeles, San Francisco, Montreal, Toronto.





TWICE as SWEET · · · THRICE as FLUID
as ordinary corn syrup

It's true that under present conditions there is not enough SWEETOSE to go around... but, when wartime restrictions are lifted and production is less limited, every candy maker can enjoy the money-saving advantages of this ALL-PURPOSE Staley sweetener.

The best step to take in planning your Post-War formulas is to include SWEETOSE... for its Greater Economy... Faster Cooking and Whipping... Easier Handling in storage tanks, pipelines and kettles... Improved Taste and Flavor Accent... Longer Shelf Life for candies and confections.

These vital, economical, profit-building advantages head the list of many reasons why Staley's SWEETOSE should be included in all your candy formulas for that keenly competitive Post-War era when quality will be more important than ever.

*"SWEETOSE" Reg. Trade Mark for Staley's Ensyme Converted Corn Syrup.



For Flavor Zest IMITATION MAPLE FLAVOR

So true to the taste of genuine Vermont Maple, that your candies flavored with it are guaranteed new sales appeal.

Just the thing for cream centers, bonbons, etc.

Write us for a working sample.



confectioners starches

confectioners crystal 3 star corn syrup

cerelose...dextrose sugar

CORN PRODUCTS SALES CO.

17 BATTERY PLACE, NEW YORK 4, N. Y.



Uncle Sam picked apple pectin as a product important in our program of Food For Freedom. Government requirements come first with us. The balance of our production is being divided among our customers and we are making it stretch as far as possible. It is simply a case of doing our best in a tough situation. Thank you for understanding that —until Victory—the boys come first!

A POWDERED PECTIN PRODUC FOR MAKING BETTER JELLIED CANDIES

APPLE VINEGAR & OTHER APPLE PRODUCTS

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

SPEAS COMPANY

General Offices

Kansas City, Missouri

SMOOTH as a kitten

Velvety smoothness and fine texture are of utmost importance in chocolate coatings. Merckens Fondant Process Chocolate gives you a coating worthy of your fine centers.





BRANCHES: Boston 9, Mass.: 131 State Street New York 17, N. Y.: 250 East 43rd Street Los Angeles 5, Calif.: 3442 West 8th Street Los Angeles: Chicago 3, III.: Handler & Merckens, Inc., 110 South Dearborn Street Salt Lake City, Utah: W. H. Bintz Company Denver, Colo.: Western Bakers Supply Company

MERCKENS CHOCOLATE CO. INC. Seventh and Jersey Streets, Buffalo, New York



SOY BEAN PRODUCTS CO.

• SOYCO has been proved the ideal whipping agent for its economy and reliable uniformity and year 'round availability. Costs less than egg albumen, works faster, cuts costs more. Produced under constant control, each shipment tested for strict uniformity. Ready supply, prompt (usually 48-hour) shipment, keeps indefinitely with normal care. Order your trial carton of SOYCO or SUPER-SOYCO (powdered liquid-blend with egg) direct or from your broker...now.

SOY BEAN PRODUCTS IN GENERAL USE

SOYCO—low-cost protein derivative, ideal whip-agent for Candy Makers, Ice Cream Mfrs., Bakers, Suppliers, Food Processors. SUPER-SOYCO, liquid-blends of SOYCO with albumen, gives extra value in special cases. TenDRYzed SOYNUTS, tenderized and preserved by our distinctive dry-roast, are blended orused alone by Candy Makers, Bakers, Ice Cream Mfrs., Suppliers, Roasters, and Others. ALLIED PRODUCTS under development include SOYETTES, a finished confection of dry-roasted salted soys. Others being tested in actual production will be listed from time to time.

CANADA DISTRIBUTOR: H. LAWTON & CO., TORONTO

The Orange Oil With Freshest Flavor And Truest Aroma!

Orange Oil is our business, and EXCHANGE Brand is your assurance of matchless flavor, freshness, and uniformity — your benefit of over 20 years of our experience in satisfying the requirements of American users.

Ask our Jobbers for Samples

FRITZSCHE BROTHERS, INC. 76 Ninth Avenue, New York, N. Y.

DODGE & OLCOTT COMPANY

180 Varick Street, New York, N. Y.

Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPT., ONTARIO, CALIF.

Producing Plant:

Exchange Orange Products Co., Ontario, California

Copyright 1943, California Fruit Growers Exchange, Products Dept.





Pioneers in Egg Dehydration, we offer the Confectionery Trade first quality Albumen in the following forms: FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN SPRAY ALBUMEN . also EGG YOLK: FROZEN OR DRIED

Send for samples!

DOMESTIC EGG PRODUCTS, INC. (a subsidiary of DOUGHNUT CORP. OF AMERICA)

393 Seventh Avenue, New York 1, N. Y.

Plants at: WITCHITA FALLS

CHICKASHA Oklahoma

McKENZIE Tennessee

NASHVILLE Tennessee

WATCH YOUR P'S

Purity & Production Quality & Quantity

Available in **CALCINED 99-100%** HYDRATED 83-85% LIQUID 47%

POTASSIUM CARBONATES

SOLVAY

40 RECTOR STREET NEW YORK 6, N. Y. BRANCH SALES OFFICES

Boston - Charlotte - Chicago - Cincinnati - Cleveland - Detroit - New Orleans New York - Philadelphia - Pittsburgh - St. Louis - Syracuse



A Babe Grew on Performance!

Seems only a short time ago since Veg-A-Loid was a pint-sized war baby. But the babe grew—on performance.

In Veg-A-Loid, manufacturers immediately recognized a superior, easy-working, pure colloid that not only replaced "war substitutes" but also ingredients that had been used for years in prewar candy making. Veg-A-Loid's outstanding contribution to improved taste, purity, adaptability and economy quickly proved the worth of this superior product.

Even in your hard-to-make candies, Veg-A-Loid should click. Note the outstanding advantages of Veg-A-Loid listed. Try it—ask us for sample batch M. Let our service department work with you.







245 Seventh Avenue, New York, N. Y.







The Allured Publications—"Read Wherever Candy is Made."

"We Pioneered an Ideal"

WE pioneered this idea of an industrial type of publication for the confectionery industry—a specialized publishing service for manufacturing confectioners exclusively.—The Manufacturing Confectioner.

And by confining its editorial scope and circulation exclusively to the manufacturing field, we consequently limit our potential advertisers only to the equipment and supply firms who are interested in selling to manufacturing confectioners.

Here manufacturers of candy may take part or listen in on the authoritative discussions of its accredited specialists and participate in roundtable discussions and clearing house information on the many practical and scientific industrial problems involved in the management and operation of a confectionery factory on a commercial basis.

Our ideal has been to create and maintain for the confectionery industry one of the finest specialized industrial publications and to provide the most complete confectionery industry publishing program in the country.

Candy, "the messenger of sentiment," the product of the "aristocrat among industries," deserves such a publishing program to fully treat all the many ramifications of the industry. One publication cannot do a complete job. We are devoting four publications to the task and two complete directories.

For twenty-two years The Manufacturing Confectioner has been recognized as "the technical Magazine of the Confectionery Industry." Its good work in the manufacturing branch of the industry is now being backed up by its companion publication, CANDY MERCHANDISING, which is devoted to the selling problems of the distributor and manufacturer.

Its two supplements, CANDY PACKAGING and CANDY EQUIPMENT PREVIEW serve the specialized fields of packaging and new equipment and are distributed to selected engineers, machinery buyers, packaging buyers and heads of merchandising departments. All of these publications which have grown out of our ideal of serving the industry in a larger and broader sense are further enhanced in value to the industry by the two directories which are published in order to suppply complete buying information. The CANDY BUYERS DIRECTORY supplies buying information to candy distributors. The Blue Book for Manufacturing Confectioners supplies complete buying information for manufacturing confectioners who want equipment, raw materials and other supplies.

THE MANUFACTURING CONFECTIONER and its companion publications have a high calling—a responsibility for exerting a constructive, elevating influence, helping the confectionery industry to accept today's challenge in the present and future industrial competition.

We want this specialized group of business papers and directories to be always, as they have been since their inception, vital factors in the progress of the confectionery industry and powerful allies in the sales promotion plans of the industry's legitimate suppliers and distributors.



FAVORITE FOUR

Products for Confectioners

■ FLAVORING SPRINKLERS

An excellent product for topping your candies and cookies. Assorted colors. Packed in barrels.

NUTCORETTES

An ideal substitute for almonds in dipping and panning. Their tempting delicious flavor and economy assure you of increased volume and profit.

CHOCOLATE NUTCORETTE PASTE

An excellent candy center of tempting flavor.

PURE FAVORITE BRAND VANILLA EXTRACT

Years of experience and painstaking effort have produced our Favorite Brand Vanilla extract of uniform quality which is unsurpassed.

WOOD & SELICK, INC.

36 Hudson St. 473 W. Erie St. New York 13, N. Y. Chicago 18, III.

Ferris-Noeth-Stern Co., Div. Wood & Selick, Inc. 714 E. Pratt St., Baltimore 2, Md.



FLORASYNTH

Imitation Concentrated Candy Flavors in more than

32 DELICIOUS FLAVORS

You will find them just what Jerry likes ... what manufacturers have proved to themselves ...

For
"favored flavor"
STRAWBERRY
RASPBERRY
WALNUT
CHERRY
GRAPE
ANISE

Florasynth LABORATORIES, INC.
1513-1533 GLMSTEAD AVE., NEW YORK 61, N. Y.

CHICAGO • DALLAS • DETROIT • MEMPHIS • LOS ANGELES NEW ORLEANS • ST. LOUIS • SAN FRANCISCO • SEATTLE Florosynth Lebs. (Coade) Ltd. — Mentreel • Tereste • Yencover • Winnipeg Florosynth Leberatories de Mexico S. A. — Mexico City Stay with Staley's







Here are just six of the reasons why so many leading candy-makers are using Staley's Soy Flour, and getting results that cause them to stay with it:

- 1. High nutritional values.
- 2. Bland flavor.
- 3. Light, attractive color.
- 4. Good emulsifying qualities.
- 5. Fine even granulation.
- Lower material cost.

Be sure to send for the special data our technicians have prepared to help you realize the advantages of soy flour in your own production. Use coupon below.



Send for this

STATE SALES SEED SALES S

FREE BOOK!

Industrial Sales Division, Dept. D A. E. Staley Mfg. Co., Decatur, Ill. Please send me your special Candy Formulary, with full data on uses of soy flour in candy making.

Candy Making Emerges from "Dark Ages" A Confectioner Chemist Speaks

By WILFRED A. MOSEHAUER Loft Candy Corporation In this article, prepared especially for THE MANUFACTUR-ING CONFECTIONER, Mr. Mosehauer points out some of the ways in which a candy chemist can make himself a strong financial asset to the company. There is still much to be gained by frank discussion among candy manufacturers of manufacturing problems which will lead to the production of more and better candies. Mr. Mosehauer has effectively shown how a clearer, practical understanding of the candy making art can be had with help of a good, practical laboratory. We will have another article in the November issue by Mr. Mosehauer.

BACK in the old days when candy making was a real secret art, the old time candy maker was very cautious about keeping his knowledge of cooking candy strictly to himself. If by chance, the candy maker caught someone looking at his thermometer during the

cooking of a batch, he would promptly turn the gauge of the thermometer around out of every-

one's view. Today, there is less among candy people, because of the occasional exchanges of ideas and information on candy making. The mysterious secret art of candy making longer too-well concealed from those who wish to learn how to make it. The secrecy of the past retarded the progress of confectionery manufacturing because the art was



Mr. W. A. Mosehauer

limited to a chosen few and those few had very little interest in improving the processes of making candy to keep abreast of the modern times.

Over a period of years, the veil of secrecy gradually lifted as more and more men learned the art of candy making. Some new candy people gained their knowledge by perception and by putting together bits of experience from here and there. Others learned the art by practicing a few acts of deception on old time candy makers who were reticent on the subject of candy making. With this influx of new men, a clearer practical understanding of the art became apparent. They began to realize that certain conditioning factors affected the candy in many ways, such as to increase the shelf-life of the candy, or to increase the gloss or to make the candy more palatable.

Didn't Know the Answers

But, although, they recognized the do's and dont's of candy making, they did not know fully why these factors affected the candy. When they put cream of tartar in Soon chemists from various fields were being hired by candy plants to solve technical problems, to standardize raw materials and to protect the company from unintentional violations of pure food regulations. Today some candy plants have established large laboratories, which maintain analytical control over all the raw materials and finished products; and which conduct research projects on the manufacturing processes of candy making. Yet, the old concept of having a small laboratory or none at all is still prevalent, in spite of world-wide scientific advancement and the tightening-up of legal control over

a batch of candy, they merely explained that it made

the sugar weaker but they did not understand the chemis-

try involved therein. As science became more and more attracted to the field of candy making, new interpretations were given to the "know how" of candy making.

the purity of foods.

Cooperation is the Keynote

There are those in high executive positions, whose minds can visualize not much more than a simple testing unit and that a chemist is an expensive liability rather than an asset. In the past, the anti-scientific bias of some candy executives has had two effects;

(1) the failure of the candy industry to take full advantage of technical knowledge and to apply this knowledge in the processing of their products;

(2) the curtailing of valuable, technical initiative and advancement on the part of the confectionery chemist. A great deal of this adversity has been the fault of the chemist.

The technical man's sphere is wide in scope and unless he has the ability to plan work successfully, then his place is not in the candy business. The chemist cannot hope to show the practical man how to make candy. But by working in close cooperation, the practical man and the chemist, as a team, can surely hope to improve upon the manufacturing processes. A chemist must gain the confidence of the candy man by solving the day to day plant problems successfully and to the practical man's satisfaction. To those in established executive positions, the chemist must demonstrate that the laboratory is an investment capable of producing a dollar and cents profit.

A simple laboratory operational plan, which will insure quality and standard control of raw materials and finished products and at the same time show a substan-

tial financial gain, is as follows:

(1) Establish a well-equipped analytical unit, with all the necessary chemical and bacteriological apparatus for doing a thorough job. By analyzing and reporting on samples submitted by the purchasing department, the purchasing agent is in a better position to know the quality of the raw materials offered to him. After the raw material is received, another lab check is made to assure the purchaser that the shipment is identical with the original sample submitted. No reliable manufacturer wishes to use sub-standard raw materials, which inevitably show up in the finished products and cause a lower volume of sales. It has been my experience that every top-flight executive wants his products to have the best ingredients and he can be assured of this only through laboratory control.

One result of thorough lab testing is that suppliers of raw material have a healthy respect for a concern which is competent to judge these materials and challenge over-zealous statements of quality made for sales purposes. Consequently, suppliers will endeavor to supply raw materials of high quality, rather than have their materials rejected, which also means an additional cost

of needless trucking.

Controls Save Money

Quite often a chocolate coating that has been received, will appear satisfactory to even the most experienced candy man. The coating may be stored for several months until needed for use. Upon taking it out of storage, it is found that the sugar particles are too large, giving the coating a rough, uneven texture or that the viscosity is not suitable for the purpose intended. These disappointments can be avoided through laboratory control. Then there are the every day problems of the practical man which must be solved. He might want the answer to a rough grainy surface that has been occurring on the citrus-flavored hard candy or how he may overcome a yellow tinge in his white fondant or

why his fruit centers have been bursting.

Solutions to these problems and all others he may have, can be brought about by careful, intelligent laboratory experimentation. In order to illustrate the importance of the chemist to the confectionery manufacturing plant, let us consider the experience of a firm, whose purchasing agent was offered a sample of a product under a trade name. The salesman claimed that it was a harmless compound, which when added to certain batches would do wonders for the candy, especially from the standpoint of improved appearance. The purchasing agent was impressed and the sample turned over to the superintendent. The superintendent had several batches made up using this solution and the results were highly satisfactory. The decision was arrived at by all concerned to use this material in certain candies and a purchasing order was put through for a large quantity of the solution.

In the meantime, the chemist received a sample of the solution from the superintendent for an analysis. The analytical report revealed that the sample was a solution of sodium bisulphite, which is not permitted in confections by the Federal Food, and Drug Administration. As a result, the large order was cancelled. Thus, without the laboratory, which analyzed and identified the material as containing sodium bisulphite, this candy company would have innocently violated the law, placing itself in the difficult situation of using a prohibited substance in their products.

From time to time, the practical man will want specific information about the raw materials he is using. He might want to know the moisture content of strawberries or the amount of sulphur dioxide in "Royal Ann' Cherries" or the total solids of a 40% heavy cream. This information should be presented as accurately and as swiftly as possible by the chemist.

Examples are Cited

With the cooperation of the practical man, it is possible to maintain strict control of sugar and fat bloom occurring on chocolates. To maintain this control, it is important to check the enrobing temperatures of the centers and of the chocolate coating in the tempering kettles and in the enrobers; and to determine the relative humidity of the enrobing rooms and the temperatures of the entrance and exit ends of the cooling tunnels. At the same time temperatures and humidity readings are taken, it is expedient to make an inspection of the floors, walls, tunnels and other likely places for the presence of insects.

Pest control is extremely essential if sanitary conditions are to be maintained in the plant and if a pure product is desired. It is more within the realm of the chemist to supervise pest control because of his knowledge of those chemical materials used in extermination

and fumigation work.

Customer complaints can be beneficial to a candy concern by making a careful laboratory examination of the material submitted and by applying the information brought to light by the complaint, to improve the product in question. It is not intelligent to conceal mistakes in manufacturing or to ignore the critic who finds the mistake. The sooner the faults are brought to the superintendent's notice, be it by a customer or an employee, the sooner the correction of those errors and the greater the attraction of the product to all consumers.

Quite often the complaint is not well-founded and the laboratory is the place to prove or disprove it. Recently, a chemist of a candy plant received a complaint through the executive office, wherein the complainant found a piece of alleged glass in one of the candies. In the lab, the alleged glass turned out to be nothing more than a mass of crystallized sugar. Although crystallized sugar is harmless, the next step that the chemist should take, is to trace back through the manufacturing process to find the cause of this crystalized sugar and to eliminate that cause.

Tests are Essential

The finished products should be tested for net weight, sanitary condition, fermentation, chocolate coverage, shelf life, chemical analysis, and a general organoleptic inspection. This work is essential in order to maintain the desired attractiveness of the finished goods.

(2) Establish a flavor and color compounding unit with the necessary extracting, blending and mixing equipment. This unit will cut the cost of flavors and colors to a considerable extent. For example, a laboratory of a large candy firm compounded a vanillin flavor for caramel work at approximately one-seventh the previous cost. A saving of a few dollars a gallon was realized, which on a yearly basis meant a gain of several thousands of dollars. This one item practically pays the yearly operational cost of that laboratory.

Considering that a candy plant uses from 75 to 100 different flavors and colors, in varied amounts, a chemist of suitable calibre can show an enormous laboratory profit and more than justify his employment. Where a pure

vanilla extract is required, such as in vanilla ice cream and in vanilla syrup, a considerable saving can be accomplished. One laboratory developed a pure vanilla extract at a cost of about one-fourth the present market price. This development brought about a large saving of many thousands of dollars. That kind of laboratory development work, definitely demonstrates to those in high corporate financial positions, that the laboratory is an investment producing a substantial profit.

Colors and Flavor Vital

The colors and flavor, which impart to candy the attractive eye and taste appeal, are naturally of primary importance. Colors and flavors should be properly compounded and effectively used, to give a result in which the color suggests and enhances the flavor and vice versa. Some of the candy on the market today is dull, artificial and over- or under-colored and flavored. Upon the return of peace and greater competition between candy companies, it will surely be an advantage for the manufacturer, who makes it a point to add attractive color and flavor blends to his products.

New and improved color and flavor formulas can be worked out in the laboratory to give the candy special desired effects. Some of the more common flavor and color problems, which arise in the making of candy, are fading, dulling and spotting effects of the coloring matter and the development of artificial, rancid, off-notes in the flavor material. These problems and many others can be mitigated or alleviated through laboratory control. And we might add that it is almost as simple to produce a well-blended colored and flavored confection

as it is to turn out the opposite kind.

(3) Establish a unit for the compounding and handling of sanitary supplies. For example, an effective liquid insecticide can be compounded for less than a dollar a gallon, while most effective insecticides on the market cost much more. Detergents, water softeneds, soap powders, soap flakes and other cleaning agents should be handled and dispensed through the laboratory, in order to safely maintain clean, sanitary conditions in the plant. The laboratory is also in a position to compound antiseptics, germicides and deodorants and to give instructions for their use in lavatories in the plant. A good liquid soap can be formulated for employee's use in the wash rooms. Many dollars, yearly, can be saved through effective operation of this unit of the laboratory.

Although this article is an attempt to picture the position of the confectionery chemist and his work-relationships, it is by no means complete. There is a vast amount of technical problems confronting the confectionery chemist that would be beyond the meager detailed descriptive limits of this report. In all probability, the post-war era will see more and more effective utilization of the laboratory in solving the many problems

for the confectionery industry.

WFA Increases Peppermint Quotas

The War Food Administration announced September 28, an increase in oil of peppermint quotas, for nearly all industrial users of this product. Increased production has made the larger quotas possible. Effective October 1, quotas are increased as follows: manufacture of chewing gum from 70 to 80 percent: manufacture of pharmaceutical preparations from 100 to 110 percent: manufacture of dentifrices from 75 to 85 percent: and the manufacture of miscellaneous articles from 70 to 80 percent. (The quota base period is the year of 1941, but allocations are on a calendar quarter basis.)

Government Sets Aside 50% of Candy Bars

Effective Saturday (October 7) 50 percent of the production of candy bars, rolls and candy in packages designed to retail for 5 cents will be set aside for procurement by the armed forces, the War Food Administration announces. Requirements for military use of these products have increased sharply during the last quarter and will increase during the fourth quarter, making it impossible to fulfill these greatly increased requirements

by normal procurement methods.

The set-aside provisions of the new order (War Food Order No. 115) will affect all manufacturers whose monthly production of candy bars, rolls and candy in packages designed to retail for 5 cents, is in excess of 10,000 boxes (in units of 24 items). Manufacturers whose monthly production is in excess of 10,000 boxes will be required to set aside 50 percent of monthly production based on the monthly average of the first 6 months of 1944. Provisions of the order will not apply to manufacturers of molded chocolate bars, who are not required to set aside any such bars under the new order. Military requirements for molded chocolate bars are light and therefore do not require a set aside to facilitate procurement.

All details of procurement by the military forces will be handled by the Jersey City Quartermaster Depot which will assign a portion of the products obtained under the set-aside order to the Navy (including Naval Ship Service stores, Coast Guard Ship Service stores, and Marine Ship Service stores) and also to the Army ex-

changes.

This action followed a meeting September 27, in Chicago, of Government officials and members of the Candy Bar Manufacturers Industry Advisory Committee.

Cocoa Bean Quota Set at 70%

Grinding quotas for cocoa beans for the fourth quarter of 1944, under War Food Order 25, will remain at 70%. The announcement of this action by the War Food Administration came following a meeting in Washington, D. C., of Government officials and members of the Industry Advisory Committee on Chocolate and Cocoa products. Military requirements for chocolate products were discussed, especially those relating to the recent heavy increases in chocolate coating requirements for coated bars. The industry was urged to make every possible effort to see that military requirements are met. As a result of increased demand for chocolate products it has become increasingly difficult for chocolate manufacturers to supply the coating requirements on an ex-quota basis. Methods of remedying this situation were discussed by both industry and Government representatives.

Skyline, Candy Crafters Add Representative

The Charles E. Winters Company has opened general offices on Baltimore Ave., east of Lansdowne, Ave., Lansdowne, Pa., to act as national sales representatives for a number of food and candy manufacturers. The entire lines of Candy Crafters, Inc., and of Skyline, Inc., both of Lansdowne, will be sold through a national sales organization, now being organized. Two candy products, Licorice Sweeties and Peppermint Coolies will be used as leaders inasmuch as these two products have recently embarked upon a national advertising program

Industrial Wage and Salary Stabilization

By O. C. COOL
Director, Labor Relations Institute, New York
New York

In the midst of more dramatic developments along the labor front, such as manpower priorities, employers must not overlook the almost month-to-month changes in wage and salary stabilization. Keeping upto-date with War Labor Board and Treasury Department controls of labor is one of the important jobs with which the employer must keep in touch. Recent reports prepared by our Industrial Division on this subject have explained in detail four outstanding developments which further affect or restrict the employer's right to give increases.

These four changes in the wage and salary stabilization picture consist of the following developments:

- Limitations on the percentage of new workers who may be hired above the minimum in the rate range.
- A new procedure on general increases which preserves established differentials.
- The development of a consistent policy on "fringe raises" by the Regional War Labor Boards.
- Disclosure that Treasury-controlled executives, administrators and professional employees have a better chance for increases than had previously been expected.

In considering the following details, it is important to recall the factors which determine whether a given employee comes under the Treasury or the WLB. The Treasury Department has jurisdiction over workers who (1) earn salaries of \$5,000 a year or more and (2) employees who occupy administrative, professional or executive positions. The War Labor Board controls all others.

I. Hiring Above the Minimum

The War Labor Board has amended its General Order 31 by restricting the number of employees who may be hired at rates above the minimum for a particular job classification. Under the old rule a company could hire employees at any figure within the rate range, provided the workers had the experience and aptitude to warrant a higher-than-minimum wage or salary.

Under the new regulation, which applies to all employers with 31 or more workers, only 25 percent of the new workers within a yearly period can be paid above the minimum to start. The other 75 percent may not be paid more than the bottom of the rate range for the job.

The percentage limitation is based on job classifications, and not on plant-wide personnel. For example, within the next year a company plans to hire 20 mechanics. The rate range for the job is 90c to \$1.25. Fifteen of the new men—75 percent—must be hired at the minimum, or 90c. The remaining five may be paid a rate anywhere within the range if they have the exIn the May issue of THE MANUFACTURING CONFECTIONER, (see page 12), Mr. Cool discussed the part that the foreman should play in a successful plant. Mr. Cool has again prepared a special article for THE MANUFACTURING CONFECTIONER on the currently vital problem of "Industrial Wage and Salary Stabilization." He points out that "keeping up-to-date with WLB and Treasury Department controls of wages and labor is one of the important jobs with which the employer must constantly keep in touch."

perience to back up the higher-than-minimum scale.

If less than four workers are hired in a single classification, ONE of these newcomers may be hired at a rate in excess of the minimum. For instance, if three stenographers are hired, and the rate range is \$25 to \$35, one girl may be paid more than \$25.

The obvious caution to be observed is this: don't squander your 25 percent allotment on average or mediocre applicants. Workers who really deserve the differential above the minimum may come along after your quota has been exhausted.

Newly-hired employees to staff new departments or new plants are also covered in the new regulations. During the first year of operation, 50 percent of the new employees of a new department or plant may be hired at rates above the minimum of the wage bracket for the classification. After the first year, only 25 percent of the employees may be so engaged.

New job classifications are also provided for. In any new job classification where less than four employees are hired during the given year, ONE may be paid more than the minimum. Of course, job classifications and rates for new departments or new plants must be submitted for approval before they are put into effect.

II. Preserving Established Differentials

Under the new procedure, if the War Labor Board approves a new rate bracket, all employees covered by the range can be moved up without further approval, thus preserving established differentials—provided the average rate does not exceed the midpoint of the new range.

Here is how the new rule works:

An employer has 10 employees in a department. The rate range approved by the WLB is 60c to 80c. The midpoint range is 70c. The employer raises two employees from 70c to 75c, two from 65c to 70c, two from 62½c to 67½c, two from 60c to 65c and two from 55c to 60c. The average rate is now 67½c, which is less than the midpoint of the range—70c.

Only one figure in this instance—75c—exceeds the midpoint of the range. Because it is 5c over the midpoint, the nickel must be deducted from the individual worker's budget under General Order 31. The rest are below the midpoint, and need not be included as part of the merit and length-of-service increase budget.

"Fringe raises," as defined by the WLB, consist of

such non-direct wage benefits as night-shift differentials, call-in pay, year-end bonuses, recruitment bonuses, suggestion bonuses, paid meals and sick leave plans, etc. All such benefits require WLB approval, depending in the main upon the practice in the industry. Once approved, they become an integral part of the wage structure.

Following, in detail, is the policy of the War-Labor Board on the various "fringe" issues, as compiled by the Field Staff of the Labor Relations Institute.

1. Night shift differentials. Unless the practice would be entirely new to your industry, the War Labor Board will approve applications for payment of a night shift differential. It has been the Board's policy to grant up to 10c an hour, or 10 percent of the hourly wage, whichever is the higher, for the third shift, and 5c for the second shift.

2. Call-in-pay. The regional Boards have adopted a general practice of granting pay for not more than four hours in cases where an employee has reported for

work and finds that he is not needed.

3. Year-end bonus. If you are paid a higher yearend bonus in 1941 than you did in '42 or '43, the Board will approve your request to go back to the 1941 amount-if you can prove that unusual circumstances prevented continuance of the 1941 rate in the ensuing years.

4. Recruitment bonus. Cash bonuses of \$10 and \$25 have been allowed by the WLB as rewards to employees who recruit new workers. While approval for such bonuses is not required in some areas, it is safest to take no chances. File Form One with your local

Wage-Hour Division.

5. Suggestion bonus. No approval is needed on bonuses given for worthwhile employee suggestions which are actually used and which effect real savings. However, the plan must not function as a hidden wage increase, and the awards must not exceed the value of the contribution for which they are paid.

6. Paid meals. The WLB will seldom turn down a request for payment of a half-hour lunch period for workers who are engaged in continuous shift operations. It will also grant permission to pay for dinners in cases where the workers are required to work three hours or more beyond the normally screduled workday.

7. Sick leave plans. These will be approved by the regional Boards, provided they are reasonable and do not constitute a hidden wage increase. But it is still a serious violation to pay for unused sick leave.

IV. Treasury Liberal with Raises

Despite rumors to the contrary, the Treasury has granted almost 80 percent of all salary increases requested by employers, and nearly all salary rate schedules presented to the Salary Stabilization Unit have been approved-thereby making more merit increases available. In making this data public, Assistant Secretary John L. Sullivan also revealed that the net average increase given by the SSU since October 1942, has been 14.2 percent. These figures should reassure the employer who hesitates to seek salary raises on the assumption that the Treasury "would probably turn me down.

Salary increases will be considered by the SSU if requested for the following purposes:

1. To correct inequities. If WLB or SSU increases to one group of workers has thrown the wage relationships of other workers out of line, the SSU probably will make a correcting adjustment in salaries.

Basically an anti-inflation measure, salary stabilization controls will probably continue until the country has returned to a high enough level of civilian production to bring supply and demand into safer balance. Political pressures may result in some modifications at an earlier date, but they will probably not make a great deal of difference taxwise. Excerpt from "The Smaller Company After the War," Maury Maverick, Chairman, Smaller War Plants Corporation, The Research Institute of America, Inc., New York, N. Y.

2. To compensate for increased duties and responsibilities. This does not mean added work, as is sometimes thought. It specifically applies to an enlargement of the employee's authority and supervision.

3. To fill new positions. The new Form SSU-2

must be filed for these.

4. To reward merit and length-of-service. increases can be made automatically, without approval; if you have a regularly established plan in effect. In the absence of such a plan, you may request individual merit and length-of-service increases, on which the limitation is 15 percent.

5. To offset the rise in the cost of living. Here, too, you can apply for relief, but you are limited to the "Little Steel" formula of 15 percent.

6. To compensate for overtime. While the Treasury refuses to approve overtime payments to workers under its control, it does permit slight raises for those

who have to put in many extra hours.

7. To aid in the prosecution of the war or other special, demanding reasons. Under this clause, if you find that you are losing key employees to higher-paying firms, you may ask the SSU for relief. While the latter disclaims the use of its offices for the purpose of controlling the flow of manpower, it will extend a helping hand if your case is justified.

In summing up these four major developments, it is worth noting that only one—the rule curbing em-ployment of new workers at higher-than-minimum rates for the job-is in any sense restrictive. The other three improve or emphasize the employer's ability to secure constructive action from the stabilization authorities, provided the requests are reasonable and justified



Lt. Marshall Leaf, left, and Mr. Sol. S. Leaf, right of the Leaf Gum Company. Production of the company is being sent overseas to the armed forces at the present time.

Dictionary of Raw Materials

(Continued from August Issue)

Cane Sugar (See Sugar)

Cane Syrup

PRIMARY.—Origin. Polarization or sugar content. Invert sugar content. Clean, pure and unfermented. Moisture content not over 30%. Ash content not over 2.5%. Good flavor and odor.

Caramel Paste

PRIMARY.—Whole, skim or full cream (butter-fat content). Made from pure, fresh materials. Unsaponified and unfermented. Sugar content. Light color and good flavor. Guaranteed to keep for six months.

Cherries, Glace or Drained

PRIMARY.—Year packed. Glace or drained. Whole or pieces. On Whole Glace: Grade (No. 1, Extra, etc.). Kind. Domestic or imported. Certified coloring, fastness guaranteed. Sound, firm, unblemished fruit. Tender skins. Bright red color and good flavor. Maximum sulphur content (for Pennsylvania, free from sulphur dioxide). Brand.

Cherries, Maraschino

PRIMARY.—Crop year. Whole or whole and broken. Imported or domestic. Certified coloring, fastness guaranteed (must not fade on standing six months or longer, nor impart too much color to the mouth). On Whole Cherries: Selected or ungraded, and count per gallon. Firm, perfect fruit (not mushy nor torn in pitting). Tender skins. Uniform size. Free from pits, mold and fermentation. Bright color (specify color desired if other than red) and good flavor. Limit of sulphur content. Limit of sodium benzoate. OPTIONAL.—For Pennsylvania, free from sulphur dioxide. For Wisconsin, free from sodium benzoate.

Brand. Hand pitted or machine pitted. Cinnamon Oil (See Essential Oils).

Citric Acid

PRIMARY.—Dry. Powdered, granulated or crystals. Odorless and of acid taste. Hydrate form (91.42% acid, 8.58% water of crystallization). U. S. P. standard.

OPTIONAL.—Anhydrous, granular or powdered. This is U. S. P. grade with water removed and is practically 100% acid.

Coconut Butter

Clove Oil (See Essential Oils).

PRIMARY.—Pure, prime and neutral. Extracted or expressed. Melting point by agreed test. OPTIONAL.—Dry, sterile and sweet (deodorized). White color.

Coconut, Dessicated

PRIMARY.—Crop year. Sweetened (sugar content) or unsweetened. How cut (fine, macaroon, medium shred, etc.). Origin. Sound and sweet. Free from mold, infestation and smoke odor. Good flavor and white color. If possible, guarantee against rancidity and off-color (up to six months). Moisture content. OPTIONAL.—Dry. Brand and mark. Condition of package or container.

Coconut, Fresh

PRIMARY.—How cut (fine, coarse, shred, etc.) Sweetened or unsweetened. Clean. Free from mold, infestation or organic decomposition.

OPTIONAL.—Good flavor and white color.

Coconut Oil

PRIMARY.—Pure, prime and neutral. Melting point by agreed test. Dry, sterile and sweet (deodorized). White color.

Coconut Paste

PRIMARY.—Pure, sound and clean. Free from mold and rancidity. Good flavor and white color. Guarantee to keep for two months.

Corn Oil

PRIMARY.—A refined, clear, light yellow oil, free from color, mildly flavored. Chemical properties: Free fatty acids 0.010 to 0.020; Color (5½" oil sample bottle) 35.0 Y, 3.5 Red; Sp. Gr. at 155 C. 0.921 to 0.927; Iodine Value (Wijs) 111 to 131; Saponification No. 188 to 193; Smoke Point 425 F.; Flame Point 590 to 500F.; Fire Point 625 F.; Melting Point 9 to 10 C.; Kreiss Test—negative.

Corn Starch, Powdered

PRIMARY.—A fine, white, microscopically granular powder, tasteless and practically odorless. Moisture 10.0 to 12.0; SO₂ 0.0030; Acidity 0.182; Total Protein 0.36; Ash 0.096; Water Soluble 0.103; Viscosity (1-17)—less than 100 cc; pH 4.8. Free from mold and extraneous matter.

OPTIONAL.—Pearl, small, irregularly-shaped, free flowing particles, ranging from fine powder to \frac{1}{4}" cubes in size. Analysis is same as that of powdered

starch.

OPTIONAL.—Molding. Same general analysis as that of powdered starch, but with molding oil added to give better definition for molding purposes.

Corn Starch, Confectioners Thin Boiling

PRIMARY.—This starch is offered the confectionery industry with alkali fluidity adjusted over a range from 40 to 80. Moisture 9.0 to 11.0 SO₂ 0.0010; Acidity 0.18; Protein 0.25; Ash 0.10; Water Soluble 0.11; pH 4.5. Free from mold and extraneous matter.

Corn Starch, Redried

PRIMARY.—This product is regular corn starch, pearl or powdered, redried to moistures of 5.0 or 7.5%.

Corn Sugar (See Dextrose).

National Chemical Show and Conference

Reflecting the importance of industrial chemistry in the war effort and revealing new processes, products and ideas that will enhance peacetime progress, the third biennial National Chemical Exposition and National Industrial Chemical Conference will be held Nov. 15 through 19 at the Coliseum in Chicago.

Sponsored by the Chicago Section of the American Chemical Society, the show and conference will be of value to a cross section of interests, including chemists, engineers, purchasing agents, manufacturers, and all those holding technical and management positions.

Curtiss Candy Company is testing consumer-acceptance of its new powdered dentifrice in seven cities as an example of postwar planning by this company to add to its food and candy lines.



THE Manufacturing RETAILER



Getting Back to Fruits and Nuts

POST war plans are coming forth in almost every industry. Large candy manufacturers are making their own plans and getting set for the days when raw materials become plentiful and rationing becomes history.

Many individuals and small manufacturers believe this means nothing to them. An individual may not make post war plans due to the fact he feels too small. This is the wrong attitude to take. Now is the time for the smart, alert individual to do some thinking of the future.

Have you ever asked yourself the question, "Just why do people stop in my shop and buy my candy when they can stop in any large department store and select any type of candy, packaged by a famous producer?"

The retail manufacturer can sell something which the large manufacturer can not: and that is Individuality. Of course, there are some other factors which enter into the overall picture, such as a quick turnover eliminating storage of candies susceptible to bad weather conditions. This might be considered as flexibility. The large houses can not change their lines as frequently due to production difficulties and their general organization set-up. But the smaller manufacturer or individual can change daily if need be and thereby meet his trade requirements.

Mass Production Lowers Prices

Mass production may tend toward lowering of prices and quite naturally an individual finds difficulty in competing with a large firm so set up. Some retail manufacturers have necessarily become specialists and have made fine reputations for themselves as makers of specialized items.

There are several possibilities which may be worthy of investigation: among these being the increased use of fruit and nut products in candy. This idea ties in well with the increased efforts towards the nutritional aspects of

candy. While the cost of candy containing these expensive ingredients somewhat handicaps the large manufacturer, it is not a decisive factor for the trade of a small retail shop. In other words, the retail manufacturer, small though he may be, can sell a higher priced item than his large competitor.

These nut and fruit candies offer the "home made, old-fashioned" type of candy that many people will try to obtain. The "freshness" due to rapid over-the-counter sales is a point of value to the individual shop. And for the coming fall holidays with thoughts of gifts in people's minds, certainly, nut and fruit candies may be featured.

The following formulas are offered as suggestions:

Fruit and Nut Roll

- 5 lbs. raisins
- 5 lbs. dates 5 lbs. figs

2½ lbs. prunes 4 lbs. walnut meats XXXX sugar

Soak the prunes overnight. Steam until soft and pit. Wash figs and steam 20 minutes. Wash dates and pit. Grind the fruit and nuts in a food chopper. Put confectioners' sugar on a board and work the fruit and nuts in, until well blended. Roll to one-fourth inch thick, slice, and coat with milk chocolate, if desired. If not chocolate coated, the slices may be rolled in granulated sugar.

Pressed Fruit Bar

- 5 lbs. figs
- 5 lbs. dates
- 2½ lbs. walnut meats
- XXXX sugar

Stem the washed figs and pit the washed dates. Grind the fruit and nuts in a food chopper. Mix and press the blend three-fourths inch thick in a greased pan. Cut in bar

(Please turn to page 60)

The photograph at the right illustrates some of the products including fruits and nuts which are available for good candy. The progressive retailer who will use his imagination, can produce "best-seller" candy from the products which are available to him. Photo courtesy N.C.A.



TECHNICAL LITERATURE DIGEST

Refractive Index—Dry Substance Tables for Starch Conversion Products

J. E. Cleland, J. W. Evans, E. E. Fauser and W. R. Fetzer, Ind. & Eng. Chem., Anal. Ed., Vol. 16, No. 3 (1944)

THE refractive index of starch hydrolyzate sirups has been found to measure their dry substance content, provided the ash and dextrose equivalent are known. All commercial corn sirups are marketed with essentially the same ash content, largely a function of the dextrose equivalent. Thus with the dextrose equivalent known, refractive indices are readily defined in terms of dry substance. Fortunately, the correction for dextrose equivalent is small and linear. Likewise, the temperature correction above 14% dry substance, is substantially linear. Tables are given covering refractive index-dry substance for the usual commercial products, 0 to 90% dry substance and refractive index-commercial Baume.

War Time Food High Lights-President's Address

J. W. Sale, Jour. of the A. O. A. C., Vol. 27, No. 1 (1944)

ERSATZ foods produced are discussed generally. Chocolate, cocoa, egg, essential oils, chicle, nut, pectin, and cocoanut product substitute products are mentioned with some notes on their composition.

Changes in Methods of Analysis

Jour. of the A. O. A. C., Vol. 27, No. 1 (1944)

SLIGHT changes in the analysis of Cacao Bean and its Products, Dairy Products, Egg Products, Metals in Foods, and Sugars and Sugar Products have been made and are listed.

Oil Anise Production, Characteristics

Ernest Guenther, Food Industries, Vol. 16, No. 4 (1944)

THE two plants of anise are mentioned. Discussion deals with Anise, Pimpinella Anisum L. (fam. Umbelliferae) which produces an oil of finer flavor than star anise oil. Range and habitat, planting and cultivating, harvesting, domestic production possibilities, physical and chemical properties of anise oil are thoroughly discussed. A table is given showing the detrimental effect of light and air on Anethol which occurs in the oil to the extent of 80 to 90%. A list of references is provided for additional reading.

Bacteriological Studies of Refined Sugars

Jack Wolk and Winslow Smith, Food Research, Vol. 9, No. 2 (1944)

PURPOSE of the investigation was to find out if the sugar acquired on the retail market by the housewife met the standards laid down by the National Canners Asso. (1940) to protect its members against loss by sugar-borne spoilage organisms. Results showed that sugar sold at retail to be of as high quality, bacteriologically, as that used in commercial canning of nonacid food. The standards of N.C.A. are given.

Flavors on the Home Front

Eileen C. Neumann, The Amer. Perfumer, Vol. 46, No. 3 (1944)

AS the various raw materials necessary to the pro-

duction of flavors grew inaccessible or were limited by Government order, new products were developed to replace those no longer available. Compounding of flavors, citric acid and alcohol substitute products are covered.

Fluorescence Analysis in Food Industry, Part 3

J. A. Radley, Food Manufacture, Vol. 19, No. 3 (1944)

FLUORESCENT analysis of sugars indicates degree of refinement. Examination of honey is negative. Fluorescence intensity indicates age of eggs. Flavor distribution may be determined in dried egg products by fluorescence.

Some Aspects of the Chemistry of Antioxidants

F. Bergel, Chem. & Ind., No. 14, April 1, 1944

IN preservation of food, important groups of antioxidants are used for the prevention of waste. So far, quinols, pyrogallol and dienol derivatives have proved to be the most effective and practical stabilizers.

The Treatment of Raw Materials, Part 2

Ernest J. Clyne, Confectionery Production, Vol. 10, No. 3 (1944)

GENERAL notes on sweeteners, giving characteristic properties of honey, sucrose, and other sugar products used in confectionery.

The Treatment of Raw Materials, Part 3

Ernest J. Clyne, Confectionery Production, Vol. 10, No. 4 (1944)

GENERAL notes on starch and glucose with mention of "doctoring" sugar batches. Historical background and modern application.

Water Sorption by Starches

L. Sair and W. R. Fetzer, Ind. & Eng. Chem., Vol. 36, No. 3 (1944)

CEREAL, root, tuber and pith starches differ in their hygroscopicity or the amount of moisture retention. Sorption isotherms have been obtained for 7 starch varieties on samples subjected to intensive desiccation and also on unheated controls. Results indicate that the sorption capacity of a starch may be a measure of its degree of association. The sorption capacity of tuber starches can be reduced to values similar to those found for cereal starches without causing injury or gelatinization of the granule. This reduction has been accomplished by treatment of air-dried potato starch for 3 hours with steam at a pressure of 5 lbs. per sq. in. This vapor treatment profoundly alters the properties of the tuber starches.

Commercial Peanut Meal

R. S. Burnett & T. D. Fontaine, Ind. & Eng. Chem., Vol. 36, No. 3 (1944)

HYDRAULIC-pressed peanut meals vary with respect to the peptizability of their nitrogenous constituents; some are nearly equivalent to solvent-extracted meal, others are inferior. Data is presented to show that the nitrogenous peptization values for peanut meals can be used as a practical guide in determining the amount of protein which can be separated from a meal.



THE INDUSTRY'S CANDY CLINIC HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Five and Ten Cent Bars

CODE 10A44

Peanut Cluster Bar-1 oz.-5c

(Purchased at a subway stand, New York, N. Y.)

Appearance of Bar: Good

Size: Good.

Wrapper: Glassine, printed in yellow,

orange and blue.

Coating: Dark: Fair.

Peanuts: Good.

Remarks: Coating is not up to standard of that used on good 5c bars.

CODE 10B44 Chew Bar—1 ½ ozs.—5c

(Purchased at a subway stand, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Yellow wax paper, printed in blue.

Coating: Light. Very cheap tasting.

Center: Color: Good.

Texture: Good. Flavor: Fair.

Remarks: Coating is not up to standard used on some good 5c bars; also is coated entirely too thin.

CODE 10C44 Pegnut Bar—11/4 ozs.—5c

(Purchased in a railroad depot, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Wax paper, printed in red, white and blue.

Color: Good.
Texture: Good.
Taste: Good.

Remarks: A well made peanut bar.

One of the best that the Clinic has examined this year.

CODE 10D44 Chocolate Covered Marshmallow Bar—1 1/4 ozs.—5c

(Purchased in a railroad depot, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in orange.

Coating: Dark, Color: Good. Taste: Bad. Center:

Color: Good.
Texture: Good.
Taste: Good.

Remarks: The coating is almost uneatable, had a rank taste.

CODE 10E44 Chocolate Peanut Bar—1 oz.—5c

(Purchased at a subway stand, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Buff paper printed in brown. Coating: Dark.

Color: Good, Texture: Fair. Taste: Very cheap. Moulding: Good.

Remarks: The chocolate in this bar had a rank cheap taste. We doubt if anyone would take the second bite.

CODE 10F44 Chocolate Marshmallow Bar —1¹/₄ ozs.—5c

(Purchased at a subway stand, New York, N. Y.)

Appearance of Package: Good.

Size: Good.

Wrapper: White glassine, printed in blue.

Coating: Light: Fair.

Center: Color: Good. Texture: Fair. Taste: Good.

Remarks: Coating is not up to the standard used on some other five cent marshmallow bars on the market.

CODE 10G44 Milk Chocolate Almond Bar —1 oz.—5c

(Purchased at a news stand, New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Inside white paper, outside paper band, brown printed in white.

Color: Good.
Texture: Good.
Moulding: Good.
Taste: Good.

Remarks: A well made and good tasting milk chocolate bar.

CODE 10H44 Marshmallow Bar Rolled in Grape Nuts—1% ozs.—5c

(Purchased in a department store, San Francisco, Calif.)

Appearance of Bar: Fair.

Size: Good.

Wrapper: Glassine, white printed in red.

Marshmallow: Color: Good.

Texture: Tough.
. Taste: Good.

Grape Nuts: Did not stick to the bar.

Remarks: Suggest a more attractive wrapper in place of the red, suggest red, white and blue. Marshmallow needs checking up as it is too tough. A different syrup or perhaps more syrup is needed to make the grape nuts stick on the bar.

CODE 10144 Marshmallow Bar-about 11/2 ozs. -10c

(Purchased on a boat to Montreal, Canada.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Paper printed in white and

red.

Coating: Fair.

Center: Color too deep. Texture: Good.

Taste: Fair.

Remarks: Coating is not up to standard. Center lacked flavor, could not find any raisins in center.

CODE 10J44 Fudge Caramel & Peanut Bar-13/4 ozs.-6c

(Purchased in a cafe, Quebec, Canada.)

Appearance of Package: Good-

Size: Good.

Wrapper: Printing used on folding box. Bar wrapped in printed wax paper.

Coating: Good.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.

CODE 10K44 Mint and Rum and Butter Toffee 1/2 lb-40c

Sold in Bulk.

(Purchased on a train in Canada.) Each piece wrapped in printed wax paper.

Color: Good. Texture: Good. Flavors: Good.

Remarks: A very good eating Toffee, well made and good flavors used.

CODE 10L44 Fig Bar-2 ozs.-5c

(Purchased in a drug store, Chicago, III.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine white, printed in green.

Coating: Fair.

Center: Marshmallow: Good.

Fig Paste: Good.

Remarks: Suggest a better coating be used. Center is good eating and has a good fig flavor.

CODE 10M44 Chocolate Coated Chewy Bar-11/2 ozs.-5c

(Purchased in a cigar store, Chicago, III.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in

yellow and blue. Coating: Fair.

Center: Color: Good. Texture: Good.

Taste: Good.

Remarks: Coating is not up to standard used on good five cent bars.

CODE 10N44 **Chocolate Coated Marshmallow** Fudge Bar—2 ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine printed in gray and blue.

Coating: Fair.

Peanuts: Had a strong taste. Center: Marshmallow: Good.

Fudge: Dry and hard.

Remarks: Suggest a better fudge be made and it be made to stay soft, as fudge in bar was very dry and hard.

CODE 10P44 Chocolate Flavored Nougat Bar and Nuts-1 % ozs.-5c

(Purchased in a drug store, Chicago, III.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine printed in red.

Color: See Remarks. Texture: Good.



. MAPLE

An imitation flavor, so close, so true that you will think the fondant or cream center has real maple sugar in it. We think our

"Standard Maple Flavor" Imitation

is the best you will have ever used. The price is \$9.00 per gallon. Use 2 oz. per 50 lbs. of fondant.

A trial gallon is offered to manufacturing confectioners of recognized standing.

30 West 26th Street



New York 10, N. Y.

Representatives: St. Paul, Minn., St. Louis, Mo.

Branches Boston, Mass.

Chicago, Ill. Kansas City, Mo. San Francisco, Calif.

FIRST CHOICE FOR FINER JELLY CANDIES EXCHANGE CITRUS PECTIN

FIRST CHOICE FOR QUALITY: Jelly candies made with exchange Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

Feature them in all your packs and assortments.

They have a superior quality your customers recognize.

The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

FIRST CHOICE FOR PROFITS: EXCHANGE Citrus Pectin Candy cuts production time—sets and is ready for "sanding" in a few hours—packs easily in bulk. With EXCHANGE perfected formulas, you can be sure of a good batch—and good profits.

Exchange

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!



CALIFORNIA FRUIT GROWERS EXCHANGE
Products Department, Ontario, California
189 W. MADISON ST., CHICAGO * 99 HUDSON ST., NEW YORK

Copyright, 1943, California Fruit Growers Exchange, Products Department

Her Taste Demands
Ambrosia...

She picks the leader — as confidently in fine candy as she does in boats and MEN! She knows her taste delight — candy that coated with Ambrosia Chocolass. By pleasing HER, Ambrosia is helping fine candy makers to new heights of social acceptance.

HO DLAT OA ING



Taste: Good.

Remarks: Bar had an orange color not chocolate. Suggest color be left out and sufficient chocolate be used to give bar a light chocolate color. A good eating nougat bar,

CODE 10Q44 Butter Nut Bar—2 ozs.—5c

(Purchased in a drug store, Chicago, III.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in yellow, blue and red.

Coating: Light: Fair. Center: Color: Good. Texture: Good. Taste: Good.

Remarks: Suggest a better coating be used.

CODE 10R44 Butter Nut Bar—2 ozs.—5c

(Purchased in a grocery store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in yellow and brown.

Coating: Light: Good. Center: Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.

CODE 10S44

Chocolate Nougat Bar—2½ ozs. —5c

(Purchased in a grocery store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good

Wrapper: Glassine, printed in red, blue and yellow.

Coating: Fair.

Center: Color: Good. Texture: Good.

Taste: Fair.

Remarks: Coating is not up to standard. Center lacked flavor. Suggest using more cocoa or chocolate or a good vanilla extract,

CODE 10T44 Caramel Peanut Bar—2 ozs.—5c

(Purchased at a news stand, Boston, Mass.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in red, brown and yellow.

Color: Too dark.

Texture: Good.

Taste: Fair.

Remarks: Bar had an odd taste as if too much soya flavor was used. Bar does not have a good caramel flavor.

CODE 10U44

Molasses Peanut Bar—about 13/4 ozs.—6c

(Purchased in a Retail Candy Store, Toronto, Canada.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose white paper printed

seal.

Coating: Light: Good. Center: Color: Good. Texture: Good.

Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.

CODE 10V44 Fudge Nut Bar—1¾ ozs.—6c

(Purchased in a drug store, Quebec, Canada.)

Appearance of Package: Good.

Box: Printed folding box, wrapped in wax paper.

Coating: Dark: Good, Center: Color: Good. Texture: Good. Taste: Good.

Remarks: A well made and good eating bar.

CODE 10W44

Graham Cracker and Peanut Butter Bar—11/2 ozs.—5c

(Purchased in a drug store, Boston, Mass.)

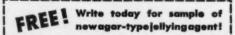
Do You ... emulsify, thicken, stabilize, suspend or gel

We offer two seaplant extractives which may prove to be the answer to your emulsifying, suspending, thickening or stabilizing problems:

KRIM-KO GIL—an all-purpose colloid-assistant which, with improved tehniques of use, can prove effective in practically all food, pharmaceutical and industrial applications.

CARRAGAR:—an agar-type gelatin which forms tender, fruit-like gel over a wide pH range. Does not require acidulation to produce desired results.

Both products are now being successfully used by nationally known manufacturers in many fields. Write for literature, and any desired specific techniques.







MILK

We invite your inquiry for carload lots of Sweetened Condensed Milk—Whole and Skimmed. Powdered Milk—Roller and Spray—Whole and Nonfat Dry Milk Solids. Low freight rates to any candy plants east of the Rocky Mountains.

Preferred
MILK PRODUCTS

INCORPORATED

500 Fifth Avenue

New York 18, N. Y.

Pennsylvania 6-0829

ROLLER-PROCESS POWDERED WHOLE MILK

Is Ideal for Fudges

Roller-Process powdered whole milk is ideal for making fudges, or candies of this type which are naturally grainy or rough in texture. Fudge is in demand.

For smooth-textured candies, we advise the making up of a simulated evaporated or sweetened condensed milk preparation using the Roller-Process powdered whole milk. Directions for making these products will be given, with analysis. Be sure to get butter-fat content you pay for in milk products: our Roller-Process powdered whole milk is guaranteed to contain 261/2% butterfat. The moisture is under 4%, hence, THERE IS NO PROBLEM OF DETERIORATION ON STORAGE. Produced under hygenic conditions—NO HANDLING BY HUMAN HANDS FROM DRYER TO PACKAGE.

Buy a standard product—no freight on water, less handling costs. Easy to use—we furnish formulas.

Call or write

MARWYN DAIRY PRODUCTS CORP.

141 W. JACKSON BLVD.

CHICAGO, ILL.

CEREALS in CANDY

Increase its

"FOOD VALUE"

POPPED WHEAT



Corn Flakes Bran Flakes Crisp Rice

Wheat Flakes RI-KO Cocoanut Substitutes POPPED

Popcorn Manufacturers Are Invited to Try Our Popped Wheat

Write Today For Samples & Prices



VAN BRODE MILLING CO.

CLINTON

MASSACHUSETTS

Flavoring Materials

· ESSENTIAL
OILS
CONCENTRATED
OILS
TERPENELESS
OILS





36-14 35th St. — LONG ISLAND CITY, N. Y. CHICAGO, LOS ANGELES, SAN FRANCISCO, ST. LOUIS

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in red and maroon.

Coating: Good.

Center: Texture: Good. Flavor: Fair.

Remarks: Bar would have a better flavor if more peanut butter was used in the centers of the crackers.

CODE 10X44 **Chocolate Coated Nougat Bar** -11/2 ozs.-5c

(Purchased in a cigar store, Boston, Mass.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in

yellow and blue. Coating: Dark: Fair. Center: Color: Good. Texture: Good. Flavor: Fair.

Remarks: Suggest more chocolate or cocoa be added to the center to give it a better chocolate flavor. Coating is not up to standard used on some good 5c bars.

CODE 10Y44 **Turkish Chewing Candy Bar** -13/4 ozs.--5c

(Purchased in a retail candy store, Boston, Mass.)

Appearance of Bar: Good. Size: Good.

Wrapper: White wax paper printed in

red and blue. Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.

CODE 10Z44 Cherry Cream Cake—about 13/4 ozs.-10c

(Purchased on a train in Canada.) Appearance of Bar: Good.

Size: Good.

Wrapper: Foil backed paper used. Printed white paper band.

Coating: Dark: Fair. Center: Color too deep.

Texture: Good. Taste: Fair.

Remarks: Coating is not up to standard. Center is colored too deeply and needs more cherry flavor. Highly priced at 10c.

CODE 10AA44 Nut Paste Bar-11/4 ozs-

(Purchased on a boat in Canada.) Appearance of Bar: Good.

Size: Good

Wrapper: Printed folding box used, bar wrapped in wax paper.

Coating Dark: Fair. Center: Color: Good. Texture: Good. Taste: Fair.

Remarks: Coating is not up to standard. Center lacked a good flavor. Highly priced at 10c.

CODE 103B44 Fudge Bar-13/4 ozs.-

(Purchased in a drug store in Quebec.)

Appearance of Bar: Good.

Size: Good

Wrapper: Printed folding box used, bar wrapped in wax paper,

Coating: Dark: Fair. Center: Color: Good. Texture: Fair.

Taste: Fair.

Remarks: More like a cream bar than a fudge bar. Not a good eating bar. Coating is not up to standard.

CODE 10CC44 Nut Caramel Bar-11/2 ozs.

(Purchased at a news stand, San Francisco, Calif.)

Appearance of Bar: Good.

Size: Small.

Wrapper: Inside, plain wax paper, outside wax paper printed in yellow orange and brown,

Color: Good. Texture: Good. Taste: Fair.

Remarks: Suggest more peanuts beused and that they be roasted higher to give the bar a better taste.

CODE 10DD44 **Chocolate Coated Nougat Bar** -2 ozs.-5c

(Purchased at a cigar store, San Francisco, Calif.) Appearance of Bar: Good.

(Please turn to page 38)



Butter Specialties

Designed especially for confectionery, these imitation butter flavors provide the true flavor of butter without its attendent weaknesses. See our price list for further details on the use of our Imitation Butter Aromas.

Schimmel & Co., Inc.

flavors and basic flavoring materials confectionery, food, and allied Industries.

601 WEST 26th STREET, NEW YORK I, N. Y.



Here's good news . . . we can fill your orders right now for Swift's Brookfield Frozen Whites . . . and Dried Albumen.

They're the same fine egg products that you've learned to depend upon for uniform high quality.

We're not neglecting our men overseas. We still ship "mountains" of egg products to them. But now we have an ample stock to fill confectioners' orders.

Necessity requires a policy of first come, first served. So order yours now. See your Swift Salesman ... or write, phone or wire your nearest Swift branch.

ROOKFIELD FROZEN WHITES . DRIED ALBUMEN

"M.C." Book Reviews

Copies of these books may be purchased by writing to THE MANUFACTURING CONFECTIONER.

Photomicrography in Theory and Practice, Charles P. Shillaber. 773 + VIII pages, 5½ x 83%, 291 illustrations. Price \$10.00.

The author's wide experience in photomicrography has enabled him to present in one volume material that could otherwise be found only by searching through many textbooks and reference volumes in optics, microscopy, electronics, mechanics, photometrics, and manufacturers' catalogues.

Mr. Shillaber contributed many articles to THE MAN-UFACTURING CONFECTIONER, among them being "Particle-Size Measurement" in 1938. Other earlier articles had to do with chocolate and candy-coated gum. The confectionery technician will be interested especially in Chapter VIII Analysis of Practical Photomicrographical problems which deals with starch, sugars and flours.

References are conveniently given.

This highly specialized subject has been handled thoroughly by Mr. Shillaber and will fill a long-felt need.

Soybean Chemistry and Technology, Klare S. Markley and Warren H. Goss. 261 + VII pages. Price \$3.50.

As over four million pounds of soybeans and soybean products were used by the candy industry last year. Two and two-thirds million pounds of soybean oil was also used. Hence, this should prove of value to the man interested in raw materials.

The machinery and equipment of soybean processing is described and illustrated in detail. A list of soybean oil mills and manufacturers of equipment is given.

An interesting chart shows soybean utilization. Part One thoroughly covers the chemical and physical properties of soybeans while Part Two deals with the processing and production of soybean products.

This is a timely book based largely on the experiments of the authors but including a valuable summary of numerous research contributions and references that have appeared up to 1943 in European and American literature. In view of increased use of soybean products in candy and increased emphasis on nutrition, this book should be on the "must" list of all technicians.

The Chemistry and Technology of Food and Food Products, edited by Morris B. Jacobs. Set of two Volumes; volume one, 952 pages, 79 illustrations and 218 tables. Price for set of two volumes \$19.00; individual volume \$10.50.

This book has been prepared by a group of specialists, for example, the section on Confectionery and Cacao Products, is by Martin Schoen, formerly research chemist, Rockwood & Co. The section on Carbohydrates is by Professor Degering, Purdue University.

Volume One deals with the fundamentals of food chemistry and the reader is subjected to a refresher course in physical chemistry of foods. Carbohydrates, Lipids, Proteins, Enzymes, and Vitamins are covered. Coloring Matters in Foods, Food spoilage and Digestion and Fate of Foodstuffs are carefully and thoroughly discussed. The confection man will be especially interested in Dairy Products, Edible Oils and Fats, Baking Industry, and Confectionery sections.

An exhaustive index facilitates access to this large volume. We are looking forward to seeing Volume Two which will make the set complete. Having studied from the old stand-by "Leach," we are much impressed by this contribution to food literature.

HAVE YOU A BUTTER PROBLEM?



- B.A.C. is an intensified extract of dairy butter oil, made to fit your particular needs and demands.
- made to fit your particular needs and demands.

 Highly economical because it is highly concentrated.
- Will not cook out. No refrigeration required.
 Used by many prominent and successful confectioners.
- Used by the U. S. Government for Armed Forces.

B.A.C. has been used successfully in the making of Butter Scotch, Caramels, Fudges, Kisses and Puffs, Nut Rolls, Nougats, Bars, Toffee, and other pieces requiring butter.

Proven successful because B.A.C. gives your candy an even higher degree of delicious butter flavor than you can possibly get with Natural Butter or other methods.

B.A.C. will improve your candy's flavor. You can taste the difference. Try it now. Just fill out the coupon at the bo''om of the page—we will send you a free 1 oz. sample of B.A.C. with out any obligation to you. (1 oz. will reconstitute 10 lbs. of Natural fat to butter strength.)

Write for a FREE Sample

ROBERT KORTRIGHT CO. 260 W. Broadway

New York 13, N. Y.

One Whiff Will Tell You of's Good



Please send me a free sample of B.A.C. My cooking time and temperature is......

FIRM	
NAME	
STREET	- 19
CITY	STATE

An important announcement to every LECITHIN user...

FROM ONE OF THE WORLD'S
LARGEST SOY PROCESSORS

Home of Centrol Lecithin. One of the largest soy processing plants in the world, the Decatur, Indiana, plant of The Central Soya Company. Other Central Soya processing plants are located at Gibson City, Illinois, and Marion, Ohio. soyb

labe men pert in a When a product becomes as vital in so many fields as Lecithin . . . those who produce it have a direct responsibility to those who use it.

That's why The Central Soya Company, for years one of the largest producers of Lecithin, will henceforth make its production available under its own trade name, CENTROL.

The name, CENTROL, will be your assurance that you are getting Lecithin produced by the most modern methods and equipment, laboratory controlled for uniformity and purity from bean to finished product.

It will be your assurance that you are using the Lecithin being specified, after exhaustive comparative tests, by many of America's largest users of this wonder product.



Strict laboratory control from soybean to finished product insures absolute uniformity in every drum of Lecithin bearing the CENTROL label. Extensive research and experimental laboratories, staffed with experts in their fields, are maintained in addition to the company's control laboratories.



Centrol Lecithin is neutral in odor, bland in flavor, light in color. It is made from freshly extracted soybean oil, which is subjected to a special vacuum-deodorizing process. Only select-quality yellow soybeans are used, dehulled before extraction to insure freedom from undesirable waxes in the finished product.



Available in 25, 50, 125, 225 and 500 lb. drums, there is a Centrol Lecithin for each of the wide variety of uses in bakery, confectionery, meat packing and other industries: Centrol (regular Lecithin); Centrol II (fluid, softer Lecithin); Centrol B (bleached Lecithin); and Centrol B-2 (fluid, bleached Lecithin).

FREE! FOR COMPARATIVE TESTING. If you are now using Lecithin, mail the coupon...ask for Free sample of Central Lecithin. Discover for yourself why many of the country's largest Lecithin users are switching to Central.

CENTROL

LECITHIN

Laboratory controlled from bean to finished product



THE CENTRAL SOYA COMPANY Products Division (Dept. E-105 Ft. Wayne 2, Indiana

Please send, without obligation, domonstration sample of Central Lecithin.

Name of Company.

Address

#1h.

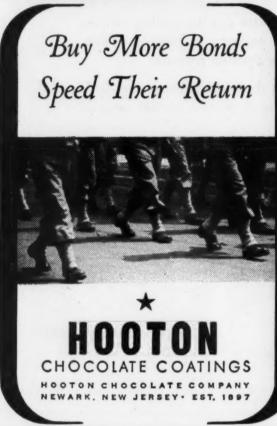
Your Nam

Your Name

Average yearly Lecithin consumption______

A product of Central Soya Co., Inc., Ft. Wayne, Indiana · One of the world's largest soy processors . . . makers of Mel-K-Soy, Hi-Soy, Soy-Wip.





JOHN T. BOND & ASSOCIATES

CONFECTIONERY BROKERS OF THE PACIFIC COAST

637 South Wilton Place Los Angeles 5, California

Resident Men Located in Washington, Oregon and Northern California

Hard Candy Ceilings Revised

A change in the pricing of hard candy, designed to increase production of such low-cost candies as lemon drops and peppermints, was made today by the Office of Price Administration. Effective September 28, 1944, the new action sets up the same cents-per-pound ceilings for straight flavor hard candy as were established on November 24, 1943, for solid hard candy assortments and plastic filled hard candy assortments.

Formerly, these straight flavors of hard candies (such as peppermints and lemon drops) were priced under the General Maximum Price Regulation, "froze" each seller to the prices he charged during March 1942. Under these "freeze" prices, many manufacturers had stopped making the straight flavor hard candies and the supply currently available to customers is made up almost entirely of imported hard candies, which have been subject to the dollar-and-cent ceilings being extended today to domestic manufacturers.

Under the new flat price ceilings, domestic hard candy makers are expected to increase output of single flavor hard candies, which will have retail ceiling prices of 33 cents per pound for candy sold in bulk and 35 cents per pound for hard candy sold in one-pound bags. This is the same retail ceiling as that now in effect for assortments of hard candies and for imported straight flavor hard candies. Today's action also reduces the required number of pieces of candy per pound from 110 to 70 so that somewhat larger pieces may be included in assortments or sold unmixed under the flat ceiling prices.

Brach Executive Loses Son

Ensign James Rodgers Dicken, U. S. N., lost his life when the U. S. Warrington sank during the recent hurricane on the East Coast. Ensign Dicken was the only son of Mr. C. O. Dicken, vice president of E. J. Brach & Sons, Chicago. He studied at Andover, was a Yale graduate, and was commissioned in February, 1944.

Stop the Presses

Mr. C. M. McMillan, Executive Secretary of the Southern Wholesale Confectioners' Association, Inc., is a proud papa again. Little Jay Gardner is the third child, the others being C. M., Jr., age 8 and Dinah Lucy, age 4.

Gum Laboratories, Inc., Clifton Heights, Pa., has increased the number of stations for its Blue Network program, "Hello Sweetheart," from 123 to 191 Blue outlets. The increase is the second since the show was launched Dec. 18, 1943 on 38 stations.

SUPPLY TRADE NEWS

A new research laboratory and model pilot plant is being constructed in Hammond, Ind., at the **Swift & Co.** plant food factory. These will serve as research headquarters for the 17 Swift plant food factories in the U. S. C. T. Prindville is vice president in charge of fertilizer operations.

Corn Products Refining Company announce that A. N. McFarlane, recently associate director of research of the Argo laboratories, is now manager of sales of the chemical division . . Standard Synthetics, Inc., New York celebrates its 21st anniversary this year. J. L. Hindle began distilling essential oils in a small factory in London in 1923. The New York operations were started in 1938. . . Marathon Paper Mills Co., Rothschild, Wis., has changed its name to Marathon Corp. . . Dr. S. A. Karjala, formerly of Northern Regional Research Laboratory, is now in Decatur, Ind., with the Central Soya Co.

The Monsanto Chemical Company has opened a general sales office in Seattle with C. F. Trombley as branch manager, representing the company in all lines except those of the recently acquired I. F. Laucks properties. The new office is at 911 Western Avenue, headquarters of I. F. Laucks, Inc., makers of adhesives and lamination glues.

Carrier Corporation announces an extensive research program on the development of the best equipment to serve the frozen foods industry. The corporation has opened a frozen foods research store in order to gain experience in this line. The store is located at the plant in Syracuse, New York.

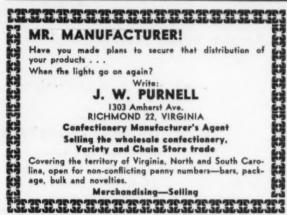
• The Mathieson Alkali Works, Inc., New York, announce the production of ammonia from a new plant at Lake Charles, La. The plant is one of the two largest in the country producing ammonia from natural gas.

Florasynth Elects Officers

Following the stockholders' meeting, on Sept. 14 and 15, the re-elected board of directors met and unanimously elected the following officers:

Alexander E. Katz, President; William Lakritz, Vice-President; David Lakritz, Vice-President; Leonard Katz, Vice-President; Joseph H. Fein, Treasurer; Charles P. Kramer, Secretary; Charlotte F. Senior, Assistant Secretary and Assistant Treasurer.







Made from
MEXICAN VANILLA BEAN BASE
Satisfaction Guaranteed

WHAT IS AROMANILLA?

AROMANILLA is made from Mexican Vanilla Bean Base—recognized by authorities to be the world's outstanding vanilla bean.

AROMANILLA is a flavor for the purpose of flavoring only. A flavor that will impart to the finished product an unmistakable but distinctive flavoring—a flavoring that will enrich and ripen and hold in balance your finished product.

Aromanila
TRADE-MARK REG. U.S. PAT. OFF.

6 VARICK STREET

NEW YORK 13, N. Y.

(Continued from page 32)

Size: Good

Wrapper: White paper waxed one side, printed in red.

Coating: Dark: Very Cheap.

Center: Color: Good. Texture: Good. Taste: Good.

Remarks: A good size nougat bar. Center well made but coating is not up to the standard used on good 5c

CODE 10EE44

Malt Crisp Bar—% ozs.—5c (Purchased at a cigar stand, Oakland, Calif)

Appearance of Bar: Fair.

Size: Small.

Wrapper: White glassine printed in blue.

Coating: Milk. Color: Good. Gloss: None. Taste: Good.

Center: Color: Good. Taste: Good. Texture: Good.

Remarks: A good eating bar of this kind but too small in size. Suggest a brighter wrapper be used.

CODE 10GG44 Chocolate Marshmallow Bar-13/4 ozs.-6c

(Purchased in a drug store, Quebec, Canada.)

Appearance of Package: Good. Box: Printed folding box. Wrapper: Wax paper.

Coating: Very cheap. Center: Color: Good.

Texture: Good. Taste: Fair.

Remarks: Coating is not up to the standard used on good bars. Center lacked flavor-suggest more chocolate or cocoa be used or a good vanilla extract.

CODE 10HH44 Honey Chew Bar-1% ozs-

(Purchased in a cigar store, Chicago, TIL)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in red and blue.

Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.



A sale makes a customer. Service keeps a customer.



MAY WE SELL YOU-TO SERVE YOU?

B. W. DYER & COMPANY

Sugar Economists & Brokers

120 Wall Street, N. Y. (5) WH. 4-8800 Cable: DYEREYD, N. Y.

FLAVORS

for Zmes

CANDY

What is Christmas without assorted candy sticks and colorful ribbon candy? You can depend on Lueders' variety of assorted imitation flavors for your X mas lines.

Check your stock now, for it is well to order early. We suggest cherry, strawberry, pineapple and raspberry!

You may need colors too! Lueders has a very good se-lection of reds for those Xmas candies.

Established 1885

George meders

& Co.

427-29 Washington Street New York 13

CHICAGO SAN FRANCISCO 510 N. Dearborn Street 56 Main Street MONTREAL, CANADA, 361 Place Royale Repr. in Philadelphia and St. Louis Los Angeles and Toronto



Your Candy's Purity

is protected by the modern methods and skillful handling of its corn syrup and starch ingredients at the Penick & Ford plants and distribution centers. Purity is a product of eternal vigilance at P. & F.







Candy Equipment PREVIEW

OCTOBER, 1944

BUY BURRELL GUARANTEED PERFORMANCE With Your Belting Dollar!



BURRELL belts have been giving longer wear and more satisfactory performance wherever they have been installed. Years of belting "know-how" and experience in producing and installing a better product has made BURRELL a leader in the belting field. You buy belting performance with each dollar spent for BURRELL belts.

BURRELL belts will do their share in helping you maintain your production. With the government demanding ever-increasing amounts of candy for the armed forces, you will want belting equipment that you can depend on to give you long service and faithful performance.

TEN BURRELL STARS TO HELP YOU

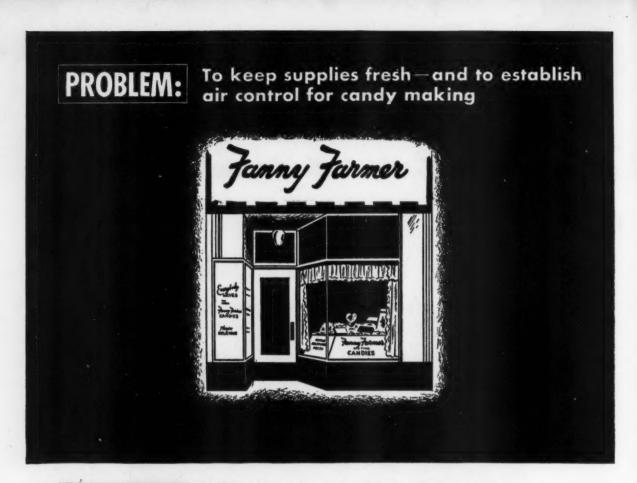
- * CRACK-LESS Glazed Enrober Belting
- * THIN-TEX CRACK-LESS Glazed Belting
- * Innerwoven Conveyor Belting
- * Caramel Cutter Belts

- * Feed Table Belts (endless)
- * Batch Roller Belts (patented)
- * Caramel Cutter Boards
- ★ Cold Table Belts (endless)
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).

★ Packaging Table Belts (Treated and Untreated)

"BUY PERFORMANCE"

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago



SOLUTION: Efficient air conditioning and refrigerating systems

CANDY MAKING has many problems. First is the selection and handling of the basic supplies-eggs, cream, and butter . . . all perishable. Then comes the candy making itself. To attain the highest quality the temperature and humidity of the air must be controlled. Then come the storage and shipment of the finished candy.

Fanny Farmer Studios, known everywhere for the exquisite quality of Fanny Farmer Candies, use Carrier Air Conditioning in the processing rooms-and protect the daily fresh supplies of eggs, cream,

and butter by Carrier Refrigeration.

To obtain the needed cold dehumidified air for storage . . . and chilled dehumidified air for candy making . . . Carrier Refrigeration machines, Carrier Cold Diffusers, and Carrier Air Conditioners are used in various Fanny Farmer Candy Studios. Plants in Brooklyn, Cambridge, Detroit, Harrisburg, Rochester and Minneapolis are producing the fine candies with the aid of Carrier equipment.

Dipping and packing rooms for candy production are among the typical spaces served by Carrier Air Conditioning. Storage rooms for dairy products and nuts are served by Carrier Refrigeration.

If you have a problem in storage of fresh foods, or in maintaining specified conditions of air for food processing, Carrier engineers can help you obtain the correct solution. For detailed information on Carrier equipped food plants of every kind, for latest information on priorities, and for recommendations on solving your own needs, write Carrier.

CARRIER CORPORATION, Syracuse 1, N. Y.



STARCH BOARDS AND THEIR USE

A Discussion of Three Types

By W. H. CHILDS
The Manufacturing Confectioner

This article on starch trays was prepared after much study and research by Mr. W. H. Childs, technical editor of *THE MANU-FACTURING CONFECTIONER*. It features three type of trays, and points out advantages of each.

WHAT is there to tell about a common thing like a starch board? Everyone knows all about starch boards or thinks he does, and that there isn't anything new to write about them. We wonder if this is true.

With the invention of the Mogul about 1900, starch boards came into the candy plant in quantities. Prior to the advent of the Mogul, starch boards were used but as candies were more or less a custom-made article (hand-work), comparatively only a few boards were in demand. But a machine, later developed to take 12 to 15 boards per minute, naturally demanded boards in great quantity.

Many different boards were tried. Generally speaking, these were made up according to the manufacturer's ideas and produced by his own carpenters. Later, boards were made by wood-working firms, thereby relieving the carpenter shop of much work. Sizes and styles of the boards varied widely and while there is still some variation, a board 32" by 14½" by 1½" deep is now considered standard.

The general construction followed custom and it was found that kiln dried wood was desirable. Matched soft wood bottoms were applied to harder wood frames. Different type legs developed, either of the single or continuous type. But development ceased. Breakage was accepted as a necessary evil. Better break a starch tray than jam up the Mogul and slow down production.

Humidity Affects Wood

Many people do not realize the effect of high humidity upon wood. But wood is made up of cells which if left open, absorb moisture by capillary action. Often times high humidity is more dangerous than the actual washing of trays. Similarly the use of high pressure steam in removing sticky candy is to be preferred over the use of low pressure steam. During the summer months the humidity reaches high points and any boards exposed to such atmospheric conditions naturally absorb some moisture from the air, unless subjected to preventative treatment. Conceivably, drastic changes in humidity conditions may cause warping. Sealing the exposed cells or the open pores of the wood prevents this "breathing action."

Some complaint on the part of the candy manufacturer using starch trays reached receptive ears. A tray that would stand up under rough handling, that wouldn't warp or split and one that wouldn't slip on the conveyor and get out of register, was demanded.

A Chicago candy company pioneered with a tray having a wooden frame but a Masonite bottom. Masonite is a composition pressed wood as dense and durable as hardwood, having a smooth surface easy to clean. It is guaranteed not to warp or crack and outlasts the common wooden tray.

An interested Chicago company made up samples which when tested gave satisfaction. Advantages noted by this company were: lighter weight than all-wood or steel trays; easier cleaning than all-wood trays; greatly reduced slippage and therefore, better register in high speed operations.



Starch trays in use. Three types of trays are being discussed in the accompanying article. Photo, courtesy Service Industries, Inc., Chicago.

Ordinary nails have proved troublesome. The heads shear off and the nails pull out easily. In this tray development, a novel feature does away with the ordinary nails. A special-flat-headed nail, grooved to give great staying power is used. Separation of the corners and the masonite bottoms from the wood frames has been almost completely eliminated through the use of this special nail.

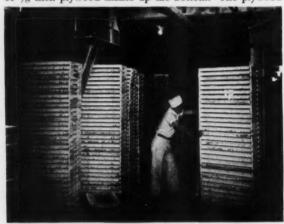
Frame of Hardwood

The frame of the tray is made of close-grained hard wood to withstand the wear and tear of rough handling and do away with splintering. The one piece bottom of Masonite will not warp. All joints are assembled with a highly water resistant adhesive in addition to the use of the special nails. The bottom is attached to the wooden frame in a cabinet-furniture manner. The trays are precision made and weigh four and one-quarter pounds each.

The manufacture of starch boards intrigued another Chicago company, which manufactured industrial trays. To members of this company, the starch board appeared highly complicated and thoughts occurred to simplify its construction. There seemed little reason to make a pro-

duct having 40 or 50 parts if fewer parts proved satisfactory. A common starch board has four side members, a bottom and innumerable nails. Possibly the nails could be eliminated.

After numerous experiments, a working model of a new starch tray emerged; one having only nine parts consisting of four screws, four sides and a panel bottom. Application has been made for patents covering features of this development. A floating type panel made of 3/8 inch plywood makes up the bottom. The plywood



Stacks of starch trays. One of the charts with this article explains the weights involved in stacking starch trays and the relative strain on flooring materials as a result. Photo courtesy Service Industries Inc., Chicago.

may be given a preshrinkage treatment (somewhat akin to the preshrinkage treatment given shirts) if the customer desires. The material used to prevent shrinkage has no taste or odor. Plywood will not distort after being treated in this manner. Kiln dried lumber is used for the frames which likewise may be treated with the harmless sealing material.

The "floating panel" bottom was chosen as the ideal because movement is permitted without any distortion of the tray. If the bottom is rigid, some distortion may occur. The nail-less design removes a hazard as nails have a tendency to work loose, especially under rough handling. One-half inch side members are used for extra strength and mortised-ends for reinforcement. Mass production permits manufacture of these trays within precision measurements. In case of breakage, extra pieces or parts are available and as a result, savings are effected, a part being replaced prevents the discarding of an entire tray. Soft or semi-soft woods are used to protect candy plant equipment; Basswood, Ponderosa Pine or Poplar woods.

Engineer Designs Trays

An engineer examined starch trays and depositing machines and came through with some rather startling ideas. This engineer being trained in steel, turned to that material. And why wasn't it possible to eliminate the wood from starch trays and thereby remove danger of getting splinters and nails in candy. Many scoffers said that his ideas were crazy.

A smooth bottomed steel tray slips on the conveyor but rows of nipples on the bottom prevent slippage. The steel trays stack straight and true. Starch does not stick to the steel tray and usage makes the tray appear as though polished. Rusting is no problem (unless the trays are exposed to the elements) as starch will absorb moisture more readily than steel. The steel used in trays is specially treated, and to find the proper grade, took many experimental trials. Since the steel trays are made in a die, they are identical in size. The bottom is one-thirty-second of an inch thick as against the three-sixteenths or three-eighths of an inch thick wood tray bottom. Steel trays are heavier than their corresponding wooden competitors, weighing, perhaps three or four pounds more.

Some facts in connection with starch trays come to mind. The choice of the proper tray for the specific job does not necessarily depend upon the replacement cost, even though this is an important factor. Some factories estimate a 15 to 20% breakage annually. However, loss in production is the big factor and if your choice of starch trays eliminates or reduces breakage, it automatically cuts down any loss in production. And lost production really means money.

Safe Floor Loadings Important

In most candy factories, safe floor loadings are of paramount importance. Signs are often placed on upright columns stating what the maximum weight per square foot can be. How many of us have given much thought to the loading of the starch dry rooms? Many candy plants planning upon expansion after the war may well provide for stronger floors. Floor space costs may be lowered by increasing the load. Based on starch trays 32 inches by $14\frac{1}{2}$ inches, but without the weight of the truck or dolly, stack and floor weights per square foot follow:

Gross Weight per Tray	Stack Weight 32 high	Weight per sq. ft.	Stack Weight 40 high	Weight per sq. ft.
20 lbs	. 640 lbs.	199 lbs.	800 lbs.	248 lbs.
22	704	218	880	273
24	768	238	960	298
26	832	258	1040	323
28	896	278	1120	348
30	960	298	1200	372
32	1024	318	1280	397

Another fact sometimes overlooked is the man-power required in Mogul operation. The man removing starch trays handles tons of material during his shift. The accompanying table brings this out:

Rate per min. on Mogul	Equivalent rate per Hour	Weight per Board	Gross Weight per Hour	Gross Weight per eight Hour Day
121/2	750	20 lbs.	15,000 lbs.	60 tons
15	900	20 lbs.	18,000 lbs.	90 tons

Automatic stackers and loaders have eliminated much heavy work. Soon the chief requirement for a man seeking work in a candy factory will change from the old familiar one of a "strong back and a weak mind."

Starch trays of wood, wood and Masonite, and of steel construction have been discussed. Company policies vary; some prefer one type and some another, but each apparently has its adherents. It is quite likely that further improvements or innovations will be made. Aluminum and light alloy metals should find application in starch trays. And perhaps, some one will combine metal and wood, thereby offering something different. We understand the Mogul is undergoing change. And as yet, we have not heard from the plastic manufacturers; will a plastic tray have any possibilities?



ENROBER

(PATENTS APPLIED FOR)

- National Equipment Enrober is a different newly designed Enrober in every detail . . . not merely the old Enrober improved. It is
- STREAMLINED and designed to function with the utmost simplicity and efficiency... sturdily constructed STANDARD PARTS! Ultimate efficiency is highly increased in every detail of the machine!

OAMAZING

new developments have been incorporated for regulating the temperature of the chocolate... the flow of the chocolate... thickness of the chocolate on the centres and the smooth appearance of the finished coated piece.

The New National Equipment Enrober is made in 24", 34", 42" and 50" sizes. Operating parts are concealed. Instruments are all visible from the feed end.

The Tempering Column has been increased to give 50% more cooling surface and is controlled with a greatly improved Fulscope Indicating Instrument.

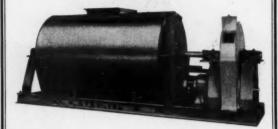
Place Your Order Now

and be assured of earliest possible delivery.

Orders will be filled consecutively. It is therefore vitally important to you to advise us of your requirements immediately.

Please write for complete details on the NEW National Enrober to fit your chocolate coating requirements.

Stehling's New Chocolates Mixers



Stehling now offers 2 improved machines with 13,000 lb. capacity and increased speed.

10 H.P. Chocolate Coating Mixer 25 H.P. Paste Mixer

SPEED

It replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 lbs. capacity.

WHAT IT DOES

The Stehling Mixer works out the coating. It reduces the viscosity of the materials; and it stabilizes this viscosity with great speed. The SPEED of the mixing action saves hours of time—lowers costs.

Storage Capacity

The Stehling Mixer provides steamjacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

Factory Representative

MR. R. S. HISLOP 1517 GRANGE AVE. RACINE, WIS.

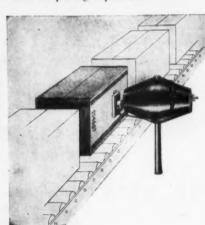
CHAS. H. STEHLING CO.
1303 N. 4th St. Milwaukee, Wis.

CANDY EQUIPMENT NEWS

The products described in these columns are all coded for your convenience. Your may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent to you. Make use of this section to keep up-to-date on new candy equipment of all types. Information on these items is free for the asking.

Automatic Coding Machine

This device is used to mark control numbers, dates or codes on packaged products.



Two models are made: Benchand Conveyor. Imprint area is 2½" x 3½". Dies or type are interchangeable. Inking is automatic. The machine is portable and is easily moved. The Conveyor Type marks packages travelling at rates of less than 10

feet per minute and requires no operator. The Bench Type operates by means of a foot switch and requires an operator. Both types are an advancement over hand marking. Checking Code No. M10A44 will bring you all the free literature.

Electric Hoists

A 500 pound electric hoist with reserve capacity can save a lot of hard lifting in many plants.

This lift operates on 220/440 volts, 3 phase, 60 cycle, AC. Simplified, interchangeable mountings (three mountings: rigid, hook, or trolley) offer flexibility. Features are: long-life gear drive, flood lubricated gear mechanism, life-long motor bearings, dust-proof construction, safety limit stop and dual brake operation. Cost is low, offsetting other labor costs such as trucking within the plant. Check Code No. M10B44 for information.

Adjustaheat Sealers

The problem of sealing candies in thermo-sealing bags is simplified by this machine.

The sealer is available in two models, foot pedal operation or in a table model without the foot pedal. Three types of sealing bars, vertical conventional type producing close vertical crimps; horizontal bars providing horizontal crimps; and a smooth bar giving flat, uncrimped impressions.

Features include thermostat for heat control, brasssheathed heating elements for longer life, full length heating elements and choice of bars. Speedy operation in getting air-tight, waterproof seals is assured. Check Code No. M10C44 on coupon.



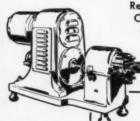
IN CANDY MAKING

Here are some of the products processed

Reconstructed Milks
Plastic Milk
Caramel Pastes
Fudge Mixes (master batch)
Butter-scotch
Toffee Mixes

Peanut Butter (stabilization—fortifying with added vitamins) Retarding fat bloom in chocolate coatings Compound coatings Scotch Mallows Caramellows Caramels

IN PROCESSING SYRUPS AND FOUNTAIN SUPPLIES



Ready to use Chocolate Syrups
Chocolate Syrup (concentrate)
Chocolate Fudge Sundae Sauce
Milk Chocolate Fudge Sauce
Chocolate Malted Milk Sauces
Chocolate Milk Amplifiers

Chocolate Ice Cream Base
Butter-scotch Sauces
Full Cream Butter-scotch
Butter-scotch Ice Cream Base
Essential Oil Emulsions
Fruit Syrups . . . And Many Others

FLOW-MASTER Transfer • Metering • Proportioning PUMP

High Vacuum • High Volumetric Efficiency • High or Low Pressure Constant Non-Pulsating Delivery • Automatic Wear Control

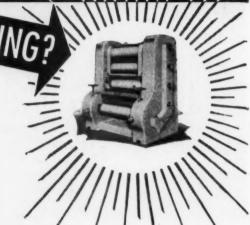
MARCO CO. Inc., 511 Monroe Street, Wilmington 17, Del.

DO YOUR MACHINES RECONDITIONING

TNDER high production strain of wartime requirements, the output of your refiners mills has doubtless suffered. They can be reconditioned like new by the same men who

liquidate the cost very quickly. Our Service Department is ready to give you prompt and efficient service. Write us regarding your equipment which requires factory reconditioning.

built them. Your reconditioned machines will





ANDARD FOR QUALITY IN MACHINERY

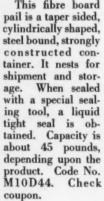
J. M. LEHMANN COMPAN MAIN OFFICE and FACTORY Lyndhurst,

Fibre Board Pail

Replacing of metal pails and containers is a current This container is satisfactory for shipping

quantities of bulk candies

This fibre board



counter-balanced, and can be adjusted either from the floor or from the top of the pile. The lack of any supporting structures under the adjustable boom allows it to project over the pile or even into a car or truck. Get all the free information by checking Code. No. M10E44.

Rightop Work Table

An adjustable table offers advantages for designers

and engineers.

Features are: the table top raises, tilts, and is removable without disturbing contents. being stored in a rack. Twelve tops, with suitable areas provide the equivalent of a dozen tables.

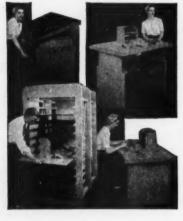
For small assembly jobs, such as special packaging of candies, or development work, this device offers advan-tages. Check Code No. M10F44.

Conveyor Piler

Loading, unloading, stacking and elevating cartons and cases in storage rooms presents problems in these days of labor shortage.

A portable, inclined belt conveyor solves this problem. It is useful in crowded places being entirely self-contained with the power mechanism on the base frame.

A feature is the unique method for raising or lowering the carrier frame, the adjustable part of the frame is

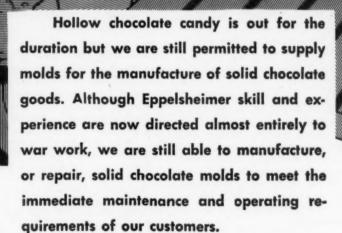


Steam-Detergent Cleaning

Taking advantage of the experience of many food plants where clean-up equipment is a required and daily chore

SOLID Mocolate MOLDS

Are Still Available





"For Years the Leading Maker of Chocolate & Ice Cream Molds"

EPPELSHEIMER & Co.

Sales Office: 34-44 Hubert St., New York, N. Y., Factory: Cranford, N.

Currie

AUTOMATIC STACKER

For STARCH TRAYS

The Currie Automatic Stacker will handle any type of starch tray. Before the war halted production of these machines, a number of factories received delivery of their Stacker. The Currie Stacker is giving a fine account of itself in these plants, especially because of its direct contribution to manpower conservation.

MANUFACTURERS of STAK-EZY STEEL STARCH TRAYS

REPAIR PARTS

We can furnish repair parts to meet your immediate maintenance and operating requirements. We invite our customers to take advantage of this service.

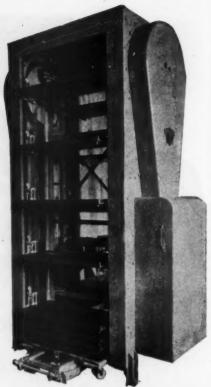
We can build machines like this for you if your priority rating is high enough. Essentially, this advertisement is published as a reminder that we will be in full production again after the war.

CURRIE MANUFACTURING CO.

CHICAGO

1873 W. Grand Ave.

ILLINOIS



1837 W. Grand Ave.
CHICAGO ILLINOIS

in order to maintain necessary sanitary standards, a number of confectionery plants have adopted one method used in that industry which can be beneficially applied to certain types of candy making equipment. Wherever working conditions permit its use, the technique, commonly known as the steam-detergent method of cleaning, has been found to save considerable time in removing deposits from the surfaces of various types of equipment.

The advantage of steam-detergent cleaning rests in the fact that it provides a balanced combination of (1) effective detergent action; (2) heat correctly applied and (3) mechanical force and scrubbing action. In brief, it is the projection of a cleaning solution by means of a high velocity spray of steam supplemented by pressure. Applied to surfaces of equipment, it quickly removes oil, grease and various deposits that accumulate on conveyors, kettles and other equipment that normally would take a long time to clean by manual hand methods.

One type of steam gun used in this work is illustrated. It is said to be easy to handle, weight being only 6½ pounds. No pumps, injectors, motors or elevated tank is required. All that is needed is steam pressure ranging from 30 to 80 pounds and the proper solution hose. Free information is yours, check Code No. M10G44.

Speedaire Gear Production Unit

A material reduction in the dollar cost per horsepower transmitted may be achieved with this new worm gear reduction unit.

A fan cooling system is incorporated which permits a pronounced reduction in size of the unit required for a given horsepower output. The basis of the cooling system is a new type of double wall construction, thus providing an air passage completely enveloping the oil reservoir in which the gear operates. The inner housing wall

forming the oil reservoir is deeply finned on the air side, resulting in a marked increase in heat dissipating surface.

An exhaust fan located on the coupling end of the worm shaft draws air at high velocity through the space between the housing walls from a grill at the opposite end of the unit. This fan can operate with either direction of rotation. The operating temperature is lowered by means of this high velocity air stream enveloping the oil reservoir, giving the unit much greater load-capacity. Check Code No. M10H44 on Coupon.

Automatic Fly Control

The elimination of flies means improved sanitation. Automatic fly control is obtainable through use of elec-

Automatic hy control is obtainable through use of electric fly screens when installed in recommended door and window openings. A portable fly trap is available for loading platforms where the electric fly screens are impracticable.

The electric fly screen panel consists of a grid or horizontal metal bars fastened to an insulated metal and wood frame. It is energized by a specially constructed transformer. The electric screen presents a barrier, electrically charged, so that no fly can pass alive. You can get more facts by checking the code number below.

The portable fly trap unit continuously electrocutes flies which are attracted to it by bait placed inside. Dead flies fall into a box which may be emptied easily. Code No. M10J44.

Liquid Measuring Devices

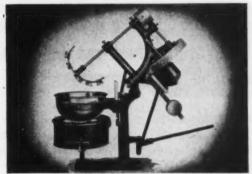
Measuring offers advantages over weighing for liquids such as corn syrup, glycerine, milk, oils and water. Time is saved and labor costs reduced with no loss in accuracy.

These devices are made for several usages: direct or

For Maintenance Help Call on . . .

SAVAGE BROS. SERVICE DEPT.

We'll Help You Keep 'em Running!



PORTABLE FIRE MIXER. Exclusive break back feature. Reduces labor cost. Meter drive only. Gas or Coke furnace. Sizes 12, 17 and 20 gallon capacity.

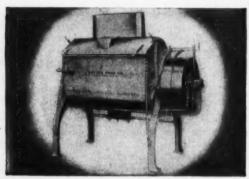
BACK THE ATTACK

Buy War Bonds



TILTING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.





Below: OVAL TYPE MARSHMALLOW BEATERS. 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling 150 and 200 pound sizes. Belt or motor drive.

Savage is backing up our fighting men by maintaining the equipment, which carries the SAVAGE name, in tiptop condition so that the manufacture of "fighting food," candy, is not slowed down. SAVAGE maintains a service department, described here, which is ready to help you "keep 'em running!" Our service department was established to help you keep your machines in good repair. SAVAGE machines are built to take hard wear. So, given the added help of constant repair, they will double their lifetime of active service. There's hardly a plant in the industry which does not have some piece of SAVAGE equipment, giving faithful and efficient service.

"We can't sell you any new machines now, unless you secure PRIORITY RATINGS in accordance with General Limitations Order L-292, and we can secure allocation for needed materials!

IMPORTANT: "You are, however, allowed to purchase used or rebuilt machines now, IF AVAILABLE, without priority ratings!"

Savage Machines Will Help Speed Your Production.

SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.



SAVAGE BROS. CO.

2638 GLADYS AVE., CHICAGO, ILLINOIS

3

y.

ER

TIME-SAVING SHORT CUTS

How to Clean Your Pans and Trays Quickly

WHEN you want to remove chocolate syrup, icing or other deposits from pans and trays, whether these are made of wood, fibre, galvanized iron, steel or aluminum, use Oakite Composition No. 63. It is your best bet for getting rid of such accumulations thoroughly, speedily, safely.

No laborious scrubbing or scraping is required. Fast working Oakite detergent action makes quick work of getting equipment spic and span

in a fraction of the time formerly required. Moreover, thorough Oakite cleaning is a significant factor in more effective product quality control in subsequent processing operations. Write for full details . . . FREE on request.

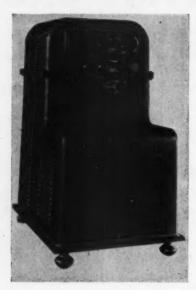
OAKITE PRODUCTS, INC. 36C Thames Street, New York 6, N. Y Technical Service Rapresentatives in Princip



remote reading meters and tank gauges. Ruggedly built, free from temperature variations, easy-to-read dials, and of proved accuracy, this equipment offers trouble-free service. Recording instruments are available. Information is available too. Check Code No. M10K44.

Flow-Master Kombinator-Homogenizer

Problem of grinding, mixing, blending, emulsifying,



and stabilizing occurs in every candy plant; each operation requiring a special machine. hydraulic grinding is unneces. sary, this machine will per-form the five operations.

Patented wear control plates quarantee volumetric efficiency against normal wear of

machines. The machine is absolutely sanitary and easily and quickly cleaned in changing from one product to another. As a series of compounding, vibrating and sheeting actions before the final homogenizing stage, the products are improved in quality, appearance, texture and sales appeal. Also as the product cannot stagnate at any point in the machine, there is no chance of scorching or the development of off-flavors. Code No. M10L44 for full details.

New Catalog Issued

A new catalog of accessories and supplies for refrigeration and air conditioning plants gives quick, "finger-tip" information under the following headings: accessories and supplies, ice cans and air fittings, valves and fittings, oil, cold storage doors, renewal parts, tables and data. The tables and data section are quite complete including performance data, mechanical drawings, descriptions, photographs, net prices, etc.

The catalog is of the loose leaf type, divided into sections and tabbed for ready reference. This is available on request via business letterhead. Code No. M7I44.

Precision Built Pump

This pump is designed to meet the production necessity of pumping materials being processed. It will transfer meter or proportion any product that can be pumped. maintaining a steady, non-pulsating delivery, with positive displacement and high vacuum. No churning, and no foaming occurs. The pump is easily cleaned. This pump has been thoroughly tested: eight years of service has proved its value. Soundly engineered of stainless metal and ruggedly built, it is like no other pump. Code No. M10M44.

WRAPPING FAST-EFFICIENT RELIAB

ANDY manufac-turers both large and small prefer IDEAL WRAPPING MACHINES because IDEAL WRAPPING
MACHINES because
they provide the
economies of fast
handling along with
dependable, uninterrupted operation. In
use the world over, IDEAL
Machines are building a
service record that stands
unmatched and unchallonged! Our unqualified
gnarantee is your protection. Two models available:
SENIOR MODEL wraps 164
pieces per minute; the new
High Speed Special Model
wraps 325 to 425 pieces
per minute. Investigation
will prove these machines
are adapted to your most
exacting requirements.



IDEAL WRAPPING MACHINE CO.

MIDDLETOWN, N. Y.

U. S. A.

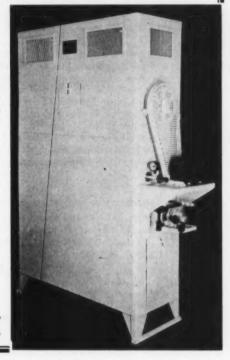
ECONOMY EQUIPMENT COMPANY

Manufacturers of

Luster Kool Tunnels
Air Conditioners
ECONOMY Belturns
Sandwich Coolers
Special Conveyors for Cooling

Right: Air Conditioning Unit

152 W. 42nd Street NEW YORK 18, N. Y. 2027 W. Grand Ave. CHICAGO 12, ILL.



Historical Booklet

"From the Shadoof to the Dominant Drive," a historical outline of power transmission from the crude Bow Drill to the modern Multiple V-Belt Drive, belongs in the library of the Plant Engineer. Forty-eight illustrations or figures increases the value of the booklet.

Mr. Leo Latini, Chocolate Spraying Co., Chicago, purchaser of the Economy Equipment Co., Chicago, will continue operating both companies. Mr. Latini's son Ed is with him and his son John, now a First Lieutenant in the U. S. Army Air Corps will join the firm after the war.

Check Code Numbers Here and Mail Coupon For FREE LITERATURE on Any Subject Discussed in This Section

MIOA44 — MIOB44 — MIOC44 — MIOD44 MIOE44 — MIOF44 — MIOG44 — MIOH44 MIOJ44 — MIOK44 — MIOL44 — MIOM44

M10N44 - M10P44

Name
Company
Position
Address
City
State
Zone

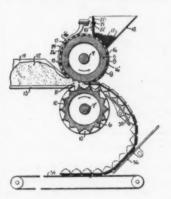
PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C.

2,304,404 CANDY FORMING METHOD

Edward E. Cahoon, Racine, Wis., Original application February 3, 1940, Serial No. 317,150. Divided and this application September 8 1941. Serial No. 409,-972. 2 Claims. (Cl. 107—54)

1. The herindescribed method of forming molded candy suckers which comprises: subjecting candy in a plastic state to a continuous molding operation in which



a raised design is formed on each sucker to form an endless band of connected suckers with the design on the suckers lowermost; and reversing the position of the connected suckers after said molding operation so that the design is uppermost on the suckers and protected against damage during subsequent treatment of the suckers.

PRODUCTION OF CANDY COATED PUFFED CEREALS

James S. Rex, Chester, Pa., assignor to Ranger Joe, Inc., Chester, Pa., a corporation of Pennsylvania.

No drawing. Application February 11, 1943, Serial No. 475,535 8 Claims. (Cl. 99—83)

1. The method of preparing candy coated puffed cereal which comprises preparing a candy solution containing cane sugar, honey, acetic acid and sodium acetate, heating said solution to a temperature of from 310° to 340° F., adding said hot candy solution to a batch of puffed cereal grains having a moisture content of less than 8%, agitating said mass for a short period of time to coat said cereal grains with a thin film of the candy solution, and directly discharging the lumped masses into an air conditioned chamber having a temperature lower than 75° F. and a relative humidity lower than 35% to cause an embrittling of the coatings upon the individual grains and a consequent separation therebetween.

CHOCOLATE COMPOSITION AND METHOD OF MAKING Richard C. Drury, Skokie, Ill., assignor to American

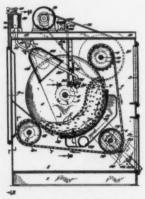
Maize-Products Company, a corporation of Maine. No drawing. Application July 1, 1941, Serial No. 400,-575. 9 Claims. (Cl. 99—23)

1. A shaped chocolate composition comprising an intimate and substantially uniform mixture containing cocoa butter and sweetening material including fine dried particles of starch conversion syrup solids of reducing sugars content calculated as dextrose of approximately 20 to 70 per cent, the cocoa butter extending as a continuous integral mass around and between the said particles in discrete relationship to each other and protecting them from wetting in moist air, and the said syrup solids constituting not substantially less than 8 per cent of the sweetening material and retarding the blooming of the cocoa butter on the surface of the composition.

2,308,420
COATING APPARATUS ADAPTED FOR CONFECTIONS

Penrose R. Hoopes, Philadelphia, Pa., assignor to American Chicle Company, Long Island City, N. Y., a corporation of New Jersey.

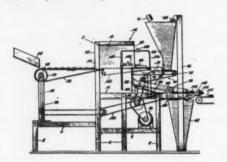
Application October 12, 1940, Serial No. 360,915. 9 Claims. (Cl. 91—3)



1. A coating apparatus adapted for confections comprising a casing, an endless apertured belt carrier, rotary members supporting the belt in such manner that the upper inclined length is arranged with a concave portion adapted to receive and cause tumbling thereon of a plurality of units to be coated, means located adjacent the undersurface of the concave portion of the apertured belt carrier for passing a draft of drying air through the belt and through any tumbling units thereon, and means for imparting movement to the belt.

2,347,164 APPARATUS FOR COATING CANDY

 Santy C. Petrilli, Chicago, Ill., assignor to General Candy Corporation, Chicago, Ill., a corporation of Illinois.
 Application December 29, 1941, Serial No. 424,700. 16 Claims. (Cl. 107—1)



1. In combination with a conveyor adapted to convey a succession of sticky caramel coated candy bars along a substantially horizontal path, additional conveying me-chanism having a downwardly inclined surface disposed below and spaced from the discharge end of said first mentioned conveyor, means for moving said conveying mechanism in a direction opposite to the direction of movement of first mentioned conveyor, means for applying a continuous layer of nuts on the upper surface of said second mentioned conveyor, whereby said sticky candy bars as they discharge from the first conveyor discharge onto the upper surface of said downwardly traveling layer of nuts, and shaker mechanism disposed below and spaced from the discharge end of said downwardly inclined portion of said second mentioned conveyor, whereby said tacky caramel bars having nuts embedded on the underside thereof only will be discharged downwardly through the air through a mass of nuts falling from the continuous layer of said downwardly inclined portion, whereby to cause substantially all surfaces of said tacky bar to be covered with nuts, and means for operating said shaker mechanism whereby to feed the nut coated bars received thereonto in a direction away from the discharge end of said downwardly inclined conveyor and for discharging the same at a point remote therefrom.

2,363,238

METHOD FOR PRODUCING BLOCKS OF LICORICE MASS

Albert M. Spiegel, Oaklyn, N. J., assignor to Mac-Andrews & Forbes Company, Camden, N. J., a corporation of New Jersey

Application November 16, 1940, Serial No. 366,014. 6 Claims. (Cl. 99-140)

1. In the method of forming liquid aqueous licorice extract into a relatively large solid mass, the steps which comprise effecting contact between exterior regions of a substantial body of hot liquid aqueous licorice extract

and spaced highly moisture permeable restraining walls for said body and simultaneously effecting contact of air with said walls, said moisture permeable walls and said air cooperating to rapidly remove and evaporate



aqueous moisture from the exterior regions of said body adjacent the walls thereby substantially immediately forming on said exterior regions a relatively dry, non-tacky, non-adherent surface skin.

Mexico Orders Packaging Machines

Package Machinery Co. recently announced receipt of orders for six package wrapping machines from Mexico. Two are for candy wrapping machines, two for soap wrapping machines, one for a gum sealing machine, and one for a standard candy wrapper.

one for a standard candy wrapper.

Mr. George A. Mohlman, Package president, hails this as the 'fruit of our national policy in fostering hemispheric solidarity' and stated that foreign trade that insures nations prosperity is one of the basic foundations for a lasting peace. Mr. Mohlman said, "I think we can look forward to increasingly larger foreign markets in the post-war era, particularly in the Latin American field where we have seen a sound beginning."

• The annual meeting of the Packaging Institute will take place at Hotel New Yorker, New York City, November 1 and 2. The sessions are expected to be attended by packaging executives of companies in all parts of the United States. The sessions will be technical in nature and will deal largely with questions of materials, machinery, and production.

YOUR FIRST CHOICE for FIRST RATE EQUIPMENT

Copper Jacketed Vacuum Cookers and Kettles
2 Jacketed glass lined 750 gal. tanks
Savage 200 gal. Marshmallow Beater
Dry Powder Mixers, up to 3000 lb. Capacity
Packaging and Wrapping Equipment
Mass Mixers, Portable Agitators, Conveyors, Pumps, Mills,
Grinders, Syrup Tanks, etc.







EQUIPMENT ENGINEERING CO.

"The Candy Cooling People"

909 W. 49th Place Chicago 9, Illinois

Phone Boulevard 7270

Economical Cooling Systems
Conveyors—Tunnels—Belt turns—Packing
tables

Air Conditioners

Trucks—Racks—Pans—and Special
Equipment

for the

Confectioner and Baker

Our equipment is designed to suit your particular requirements. Contact us for,

Design only

Design and Fabrication, you to install or a Complete Installation ready for operation

Confectionery Factory Maintenance

By JOHN H. BIER,
Works Manager, National Candy Company

"M aintenance in manufacturing plants is the function of keeping structures, equipment and services in condition for efficient plant management."

PRICE PER COPY-50c

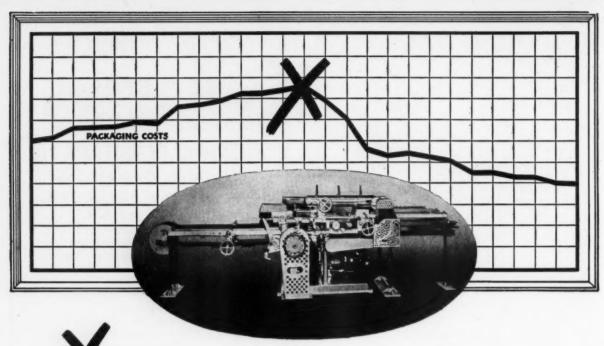
Book Sales Dept.

THE MANUFACTURING CONFECTIONER

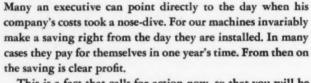
"Read Wherever Candy is Made"

400 W. Madison St.

Chicago 6, III.



marks the date when this COST-REDUCER went into action



This is a fact that calls for action now, so that you will be ready when postwar conditions *demand* lower costs.

Improved wrapping machines offer (1) faster production (2) saving of floor space (3) extreme adjustability—one machine often takes the place of several fixed-type machines (4) saving in wrapping material (5) lower selling costs through the heightened sales-appeal of an improved package.

Why not let us show you what a more efficient packaging set-up would do for you? Many concerns have already placed orders with us for postwar machinery replacements as a result of such foresighted planning.



Write for our new book
"Sales Winning Packages and the
machines that produce them".

PACKAGE MACHINERY COMPANY

Springfield 7, Massachusetts

30 Church St., New York 7 • 111 W. Washington St., Chicago 2 • 101 W. Prospect Ave., Cleveland 15 443 S. San Pedro St., Los Angeles 13 • 32 Front St., W., Toronto 1

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

"By Appointment to the Discriminating"

BOXES of Drury Lane chocolates follow the English tradition in the inscription, "By appointment to the discriminating." This, of course, recalls "By Appointment to His Majesty," and places the packages on a distinguished plane.

The first box produced which is still the cornerstone of the line, is finished in brown embossed paper with the crest in gold. This box is impressive because of its dignity.

Priorities, material shortages and the many other factors which confront manufacturers today have not prevented the Drury Lane Chocolate Company from assembling an array of gift packages showing ingenuity in securing available containers suitable for adaptation to the company's requirements.

These packages have been planned to sell the man, the usual candy buyer, and the women and children. The idea is not particularly new but it is unusual and an achievement during these trying times.

Novelties in Big Demand

The market has been thoroughly covered in efforts to find novelties which can be converted into candy containers with a re-use value. These containers may be simple, homemade baskets; interesting pieces of glass or pottery; leatherette or wooden boxes. The hand-made top animals and dolls offer use as carriers for candy. An elephant's trunk or a doll's arm are ideal for wrapping or attaching packets of candy.

A number of boxes made with mirrors were available. These have been made up in two forms, rectangular and oval, and have re-use possibilities in the home. The mirror lids are improved by floral decorations (painted) and colored rayon ribbon ties to either match or contrast with the delicate colors of the flowers.

A glass container may become a cookie jar; certain animals may find utility as coin-banks; small pottery containers may later become individual casseroles for oven-prepared foods, as Boston baked beans. An example of a more expensive container is a leather jewel case. Due to the war, the leather is thinner and is fastened over a cardboard frame instead of the pre-war wood. Trade identity is maintained by

labels attached to the ribbon-pack-

Two years ago, nursery line packages were added to the children's line. Characters from Mother Goose were drawn on the box covers by a well-known children's artist. Lids were made to fit in, not over the boxes, these being removable to serve as pictures in the child's room. This line has been curtailed due to regulations but is still a good seller in a limited way.

The actual package planning is from the inside of the package outward. First, the size and shape of the candy pieces must be determined. The chocolates are hand-dipped instead of machine covered. The chocolates are not packed from the belt; one packer fills the box, neatly and expertly giving a so-called professional touch. The packing room is



Two packages used by Drury Lane Candy Company.

not operated by Drury Lane or "piece-work pay," instead, regular wage scales are in effect.

Large Variety Offered

There are 36 different pieces in the chocolate line, ranging from cream centers, flavored with fresh fruit to a variety of fruit and nut pieces. Jellies and caramels help make up a balanced assortment.

The Drury Lane Chocolate Company has developed its business among department stores throughout the country to a high degree. A post war plan is to extend this type of distribution and that in smaller shops in hotels and railroad terminals, with emphasis within the suburban New York area. This will facilitate easy shipping and make for

a concentrated distribution. Gift packaging for this extensive market is very important, especially in normal times. Decorative packaging for post war business offers many possibilities for plastic containers.

"By appointment to the discriminating" has a 'power behind the throne': Mrs. Hazel H. Cazes. The career of Mrs. Cazes has been blended with candy, she started as a candy buyer just prior to World War I. Packaging at that time was in its infancy but in the post war years, became highly glamourized when the quality market began. The managership of the Mary Garden Chocolate Line was offered to her and as this company was a leader, she accepted. However, marriage interrupted her career shortly thereafter and she went back to England.

European Influence Strong

Candy was so blended in with her life that no matter where she travelled, on the Continent or in South America, she continued to be candyminded. Naturally, the European influence was great, for were not the finest package designs achieved there?

Came the depression, and the need to re-enter business. Mr. and Mrs. Cazes formed a candy company on limited funds. The line consisted of one box, the assortment being made up according to rigid specifications by a Boston firm. The European influence again came to the fore, determining a name, Drury Lane with the crest for a trade mark, and the inscription. This was back in September, 1935. Two months later, the company had orders for 10,000 pounds of candy. Other packages followed, in keeping with the English tradition. Business boomed in the hotel and club trade. Then World War II forced a revision of methods and plans.

The Boston supply firm could no longer be a producer; it was impossible to get the raw materials sufficient to meet the increasing orders. However, a bulk manufacturer in Brooklyn operating a private label business came to the rescue. Now, with a new factory for producing these candies, Drury Lane is assured its supply. Mrs. Cazes is the director of packaging.

"Baltimore Plan" Advocates

Improved Candy Distribution

A special meeting of the Maryland Wholesale Confectioners Association was called, during the summer, for the purpose of formulating a workable, post-war distribution plan.

The "Baltimore" Plan is based on the principle of selective selling which is already practiced by some candy manufacturers. However, it is further strengthened by a contract between the manufacturer and each distributor, similar to the Coca Cola contract.

The Baltimore Plan calls for two main lines of action. It:

1.—Prohibits the distributors from selling the particular manufacturer's merchandise to any except the retail trade.

2.—Permits the manufacturer to sell his products to only those wholesalers in the market with whom such a franchise is in force.

There has been strong reaction to this plan, both pro and con. For instance, one manufacturer feels that the plan would be a great factor in strengthening the jobber-manufacturer relations and improve the distribution of candy. It was his opinion that the manufacturer of goods such as bars, gum, etc., would not be benefited as much by this plan as would the package goods or bulk goods manufacturer, whose candy normally takes a stronger selling job.

Such unfortunate situations as a large return of goods will be eliminated, he said. Also, such undesirable promotion schemes as free deals, "three-for-ten", and other types of unhealthy sales would be done away with under the Baltimore Plan. He felt that candy quality would tend to increase because strong jobbers would demand good candy and refuse to accept the poorer quality merchandise that has been thrown onto the market since the war started. He said that sales of candy should increase because the distributor will be inclined to do a more intelligent job of promoting his lines. Competition, insofar as the smaller distributor and candy manufacturer is concerned, will not be any stronger under the Baltimore plan than it is at present or was before the war.

The Baltimore plan would take away from the jobber, the right to create new wholesale outlets in a market and reserve that privilege for the manufacturer himself. This means that the subjobber would be cut out of the picture, see point Number 1. Mr. Harry Loock, president of the Maryland Association said in part:

"The wholesaler who sells these jobbers has one of two motives in mind: either the making of what he thinks is a quick easy profit, even though the margin is small, or his desire to build up his own volume so that the manufacturer from whom he buys, feels that he is a real factor in the candy business.

"It is our contention that no wholesaler of confectionery has the right
to sell the manufacturer's products
to anyone except retailers," Mr.
Loock said. "The selling of your
products to subjobbers creates new
wholesale outlets and that right belongs unconditionally to the manufacturer." Mr. Loock also scored
the inability of distributors to promote their products and said that
the job has fallen on the manufacturer to do it. However, he feels
that that is part of the distributor's
selling job.

Under the Baltimore Plan, it is the desire of both parties signing the contract to make it a privilege to handle certain lines and to buy direct from the manufacturer. Under the contract the distributor would agree to maintain facilities sufficient to store, distribute and de-liver adequately the products of the manufacturer. The manufacturer will agree to appoint a total number of distributors in each geographical location that will assure the distributor, in the opinion of the manufacturer, a fair opportunity to develop adequate distribution of the manufacturer's products, but no exclusive rights are to be assigned.

The distributor agrees to maintain at all times an adequate stock of the manufacturer's products in order to insure prompt deliveries, and to energetically promote the sale of these products to both old and new trade.

The distributor agrees to pay for all shipments ordered in accordance with invoices rendered and only subject to the published cash discount terms of the manufacturer. The manufacturer agrees to sell his products only to distributors who have entered into a franchise agreement containing the same terms and agreements as the regular franchise agreement under the Baltimore Plan.

The distributor agrees to sell the

manufacturer's product to the retail trade only and not to or through other wholesalers, jobbers, or subjobbers.

Of the jobbers contacted for comment on the Baltimore Plan, most think that it will be favorable on the whole. It will tend to cut competition somewhat and to prevent the influx of small jobbers to be expected at the end of the war.

H & D Welcomes Salesmen

In a small booklet "Your Business is Our Business," The Hinde and Dauch Paper Co., reach out a welcoming hand to all salesmen who visit their offices in Sandusky, Ohio. Realizing that a salesman's time is valuable, the booklet in a few seconds, tells the salesman the name of the man he wishes to see and where to find him. The booklet also outlines the types of supplies used by the company and acquaints the salesman with a bit of its history and business policies. Going still further, it specifically states the time to call so as to avoid "waiting." And to leave a final "good taste" in the salesman's mouth, the booklet tells the salesman where to get a good meal.

"Hope" for Glass Containers

It is expected that most restrictions on the manufacture and use of glass containers and their closures can be removed shortly after the European war ends, War Production Board officials recently told members of the Glass Containers Manufacturers Industry Advisory Committee. Tin, for closures, was mentioned as the one material needed by the glass containers industry which may be expected to remain indefinitely under control. "It will probably be some time before tin restrictions can be lifted," government men said. Further liberalization of existing controls on production and use of glass containers may be expected in the immediate future, WPB representatives said, in reviewing a proposed amendment of L-103-b, the glass containers quota order. Committee members said the amendment will help the industry to prepare for revocation of the order expected soon after the European war ends.

Packaging Conference

The Annual Meeting of the Packaging Institute, November 1 and 2, 1944, at the Hotel New Yorker, New York City, will again bring you practical help on your own problems.

Ribbons

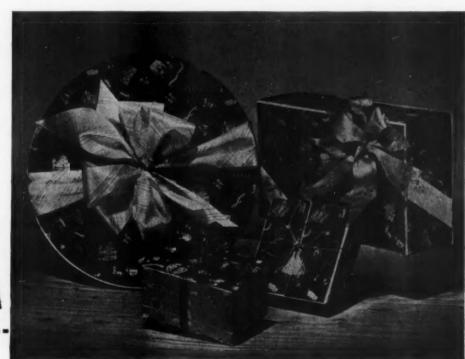
catch the eye

Ribbons are "salesmen-by-sight."

Their beauty and lustre stop the roving eye.

Their pliability and bow-ability lend themselves to attractive designs of many kinds.

Use Ribbons by Taffel for greater eye appeal.





only one copy to a company.

Taffel Bres., Inc., 95 Madison Avenue, New York 16, N. Y.

Send me a copy of the new "Taffel Tales" as soon as it comes off the press.

Signed_____

Company____

There's showmanship in selling. See how others in your field use ribbons to sell their merchandise. Mail the coupon to have a copy of the new, enlarged "Taffel Tales" reserved for you.

TAFFEL BROS., INC.

95 Madison Avenue • New York 16, N. Y.

Electronics Aids Package Wrapping Guarantees Accurate Register

C ANDY bars accounted for 46.3% of all confectionery sales in 1943. Bulk candy sales were only 24.6% of sales. In other words, about three-quarters of confectionery products were sold wrapped. In studying the development of the bar industry, one is struck with the part played by wrapping and the development of machines necessary to wrap this type of candy.

When the bar industry started, about twenty-five years ago, it was necessary to wrap by hand. While some bars are still hand-wrapped the vast majority are machine-wrapped. This condition has resulted from demands made by the confectionery industry upon the manufacturers of wrapping machines and the machine-minded industry has come through magnificently.

Bars offered a problem in wrapping at first because they must be wrapped neatly and attractively. Highly decorative wraps with intricate designs frequently are used and it is essential that these designs be 'registered' correctly. This is complicated in that bars vary in the course of manufacture. Differences of thousandths of an inch in width or thickness tends to make the wrapper design alter its position, and after a number have gone through the machine, the design will be definitely out of alignment.

Electronics Solves Problem

This difficulty was solved by the use of an electronic device. The simplest of all electronic devices is the so-called light relay, which consists essentially of a phototube in a suitable housing connected to a main control cabinet in which is contained either an amplifier tube or grid glow tubes. The necessary circuit auxiliaries such as transformer, resistors, condensers and contactor are mounted in this cabinet.

In taking paper from a printed roll, the errors of length of wrapper caused by stretch or shrinkage of the paper may be accumulative, and an initial error of a few thousandths of an inch per wrapper may, after a short time, cause a lack of 'register' of inches.

It is, therefore, necessary to correct the amount of paper taken off the reel from time to time so that the 'register' is within reasonable limits. A suitable register spot on every panel of the paper is printed. The light from a small electric lamp is focused on the paper in such a position that when the paper is drawn off the reel, the register spot passes in front of the focused light.

The light reflected from the paper is carried by means of a lens system into a darkened box containing an 'electric' eye! When the printed register spot passes under the light beam, the amount of light reflected from the paper to the photocell is reduced and causes a momentary electrical impulse to be generated by the photocell.

By means of the amplifier tube, the amount of energy is multiplied sufficiently to operate some form of magnetic gear which, in turn operates apparatus increasing or decreasing the amount of paper fed per package.

"Timing" is Necessary

A 'timing' gear is necessary to by-pass operations if the register spot arrives in a correct position.

A phototube is sensitive only to change in the amount of color or the light. So, if the light source is not securely mounted and can get out of line or if bright sunshine should shine on the phototube, unsatisfactory results might occur. The photoelectric relay is similar to camera lenses in that dust affects their working properties. Also, the phototube requires steady, non-fluctuating electric voltage. These points must be understood in order to get the maximum benefits out of this electronic worker.

The 'electric eye' reacts best to a dark spot such as blue, black or green printed against a light background. It is less responsive to red or similar shades. For paper control work, the 'electric eye' works best on direct current. Alternating current energy and rapid paper travel where the reaction is dead on half the electrical cycle may cause inaccurate control.

Machine wrapping of bars and small items has progressed so that now it is exceptional to find handwrapped goods. Reasons for this fact are: (1) saving in cost due to the use of roll stock which roughly is 20% below the cost of sheet stock, (2) saving in cost due to the fact

that machine wrapping requires less stock per item than corresponding hand wrapping, (3) uniformity in sealing (subject to exact heat cutrol if heat sealing is required) and folding.

Paper Order M-286 Revised

Two proposed changes in Conservation Order M-286, which controls production of certain wrapping papers, were discussed by the Glassine, Greaseproof and Vegetable Parchment Paper Industry Advisory Committee recently, the War Production Board reported today. The two amendments seek to limit inventories of these papers and to establish basis weights. A task committee recommended that inventories, now limited to 45 days' supply, be reduced to 30 days' supply.

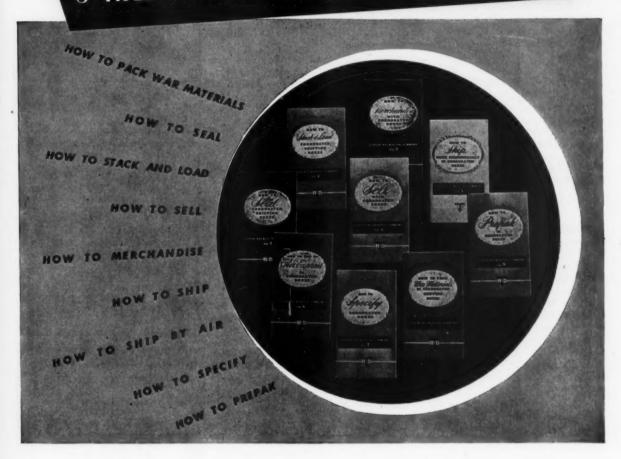
As a result of the heavy demands for these protective moisture-proof papers to package foods for both domestic and overseas shipments, it has become necessary to stretch the supply as far as practicable WPB Paper Division officials pointed out. Since no additional wood pulp is available, the only means of assuring that the War Food Administration will get its full requirements is by reducing inventories and fixing basic weights, so as to increase the yardage or amount of these papers, WPB officials said.

New Victory Ribbons Designed

Two new ribbons especially designed for use after V-Day have been introduced by Taffel Bros., Inc., New York, N. Y., and are now being shown to the trade. These ribbons are colorfully done in a "Welcome Home" motif. One of these ribbons, which is 1½" wide, contains various illustrations of airplanes, ships, tanks, etc., as well as the words "Welcome Home." The other ribbon, which is 2¾" wide, is tastefully decorated with the various insignias of the different branches of the service, and also carries the words "Welcome Home."

• Summarizing his views on Continental Can Company's employment situation after the war, Carle C. Conway, President and Chairman of the Board, today sent a letter to some fifty plant managers throughout the country pointing out that the company probably will be able to maintain present employment levels without interruption during the transition from a war-to-peace-time economy.

9 WAYS TO BETTER POST-WAR PACKAGING



H & D Little Packaging Library—FREE on Request!

Packaging war goods—that's the all-important task of H & D today, BUT H & D's war-time activities are bringing a wealth of valuable experiences, and an abundance of new packaging skills and techniques that will have a great and good effect on the progress of post-Victory packaging.

With packaging trends constantly changing and packaging materials under continuous development, H & D published its Little Packaging Library to make your entire packaging procedure more efficient. The "Library" presents the packaging experience of hundreds of manufacturers and contains many real contributions to improved packaging and shipping methods; to savings in materials, manpower, machinery and transportation facilities.

Whatever your packaging assignments are today—whatever they will be tomorrow, these booklets will prove of value to you and your organization. The booklets are FREE without obligation—write for as many sets as you need. Address Hinde & Dauch, 4459 Decatur Street, Sandusky, Ohio.

EACTORIES: in Baltimore * Boston * Buffalo * Chicago Cleveland * Detroit * Gloucester, N. J. * Hoboken Kansas City * Lenoir, N. C. * Montreal * Richmond St. Louis * Sandusky, Ohio * Toronto

For postwar packaging . better see # & []

AUTHORITY ON PACKAGING . . .



jor October, 1944

page 59

The Manufacturing Retailer

(Continued from page 25)

shape pieces or form into balls. Roll in confectioners' sugar.

Date and Nut Roll

5 lbs. sugar

2½ lbs. milk 5 oz. butter

4 lbs. dates (pitted)

11/4 lbs. nut meats

Cook the sugar, milk and butter slowly to 240 degrees F. Remove from the fire and add the dates and nut meats, stirring until the mixture thickens. Pour into a shallow, greased pan and form into rolls one and one-half inches in diameter. Wrap in a damp cloth and chill until firm. Slice one-fourth inch thick.

Stuffed Dates

Variety of fillings is unlimited. Suggestions are: candied cherries, orange or lemon peel, citron, preserved ginger, cottage cheese, fondant, minced olives, nuts, raisins and peanut butter. Some of the fillings may be improved by the addition of a little flavor such as in peanut butter, where a little orange or lemon juice contributes much. Likewise, a cherry-flavored-fondant-filled date may add "It" to your line. Fudge covered dates make toothsome delicacies.

Taffy Apples are appealing to children at this time of year and are appearing in many shops. Less known is the Apple Nut Bar.

Apple Nut Bar

5 lbs. sugar

1 lb. corn syrup

11/4 lbs. water

Boil moderately to 275-285 degrees F. Add 2½ lbs. apples (peeled, cored and chopped finely).

Continue boiling slowly and constant stirring to 230 degrees F. then add

4 oz. butter or other fat. Continue to boil slowly to 250-252 degrees F. Wipe off the crystals on the sides of the pan and allow the contents to cool for about three minutes. Pour into a lightly greased pan and allow to cool undisturbed. If nut meats are desired, allow a cooling period of ten minutes. 5 oz. of chopped nut meats are then stirred into the batch before pouring.

When the candy is cold, remove it from the pan and place it upon a board dusted with powdered sugar. Cut into bar shaped pieces and wrap in waxed paper or dust with powdered sugar.

The main thing about present conditions is that they will change. Make what plans you can for the future. Keep your eyes, ears and mind open. List your successful pieces and then try to capitalize upon your knowledge of candy-making.

Cellophane "Lunch Box"

Tough cellophane "lunch boxes" built to protect invasion food from water and moisture are standard equipment for U. S. troops overseas. Able to withstand intense heat and cold, the cellophane keeps food dry in any kind of climate, from steamy jungles in the South Seas to the glacier floes of the Aleutians, and is used to package breakfast, lunch and dinner rations and other items—full meals so compact they can be carried in a soldier's pocket.

Made of two-ply moisture-proof cellophane, the bags are heat-sealed after they are filled, thus completely insulating them against weather. Besides offering moisture-tight protection, they are water-repellant and extremely tough and durable. Use of this special cellophane as a wrapping for these rations opens up many post-war possibilities for it in civilian industries, according to engineers of Sylvania Industrial Corporation, which has produced tons of it at the company's big plant in Fredericksburg, Virginia.

-- FLAVORS ---

ESSENTIAL OILS



AROMATIC CHEMICALS

We highly recommend our IMITATION

WILD CHERRY

CONCENTRATE and EXTRACT
Prices and Samples Upon Request.

COMPAGNIE DUVAL
Division of S. B. PENICK & CO.
121-123 E. 24th St., New York 10, N. Y.

CANDY TIED WITH

DIBBONS ---- Means Means

We have largest stock in the

Satin — Messaline — Patriotic & Novelty Ribbons — Rib-O-Nit — Ready-Made Bows — and Rosettes.

R.C.THET CO.

429 W. RANDOLPH ST.

CHICAGO

В

ASE

FLAVORS BY DREYER

CONCENTRATED IMITATION

CINNAMON FOR HARD CANDY

\$1.50 per

Write for Samples and Catalogue C

P.R. DREYER INC.

BUY WAR BONDS

The illustration to the right pictures the two new Taffel "Victory" ribbons especially designed for use after V-Day. These ribbons are colorfully done in a "Welcome Home" motif. They are both designed to express the happiness of "V-Day" in Europe even though there still remains a job to do in the Pacific.



CONFECTIONERY BROKERS

GENE ALCORN & CO. 1340 E. 6th Street LOS ANGELES 21, CALIFORNIA 383 Brannan Street
SAN FRANCISCO 7, CALIF.

Territory: State of California

J. N. ALLEN & CO.

Box 628 RALEIGH, N. C. Box 570 GREENSBORO, N. C. Territory: North Carolina

IOHN T. BOND & ASSOCIATES

ilton Place—Phone: Federal 6028 LOS ANGELES, CALIF. Territory: Pacific Coast

J. J. BOND & COMPANY

1840 Hill Crest—Phone: 7-1800 FORT WORTH 7, TEXAS Territory: Texas

H. L. BLACKWELL COMPANY

Emery Way at Sunset Drive EL PASO, TEXAS
Territory: Tex., N. M. and Arizona

CAMERON SALES COMPANY

5701 E. 6th Ave.—Phone: Dexter 0881 DENVER 7, COLORADO Territory: Col., Utah, Ida., Mont. Wyo., N. & S. Dak.

CARTER & CARTER

Confectionery Mir's. Agents. Established with Industry since 1901.
SEATTLE, WASHINGTON 91 Connecticut St.—Phone: Main 7852 Territory: Wash., Ore., Utah, Ida., Mont., Nev., Wyo.

THE EDWARD M. CERF CO.

SAN FRANCISCO D. CALIF. Specializing in candy and allied lines; Unexceptionable banking, other references.

CHARLES R. COX

508 Wilbor Avenue HURON, OHIO

Territory: Ohio, Michigan Indiana

M. GRUNBERG

1637 Poxton St., Phone 4-7138 HARRISBURG, PENNA. Territory: Penna., Md., Dela., D. C.

HARTLEY SALES COMPANY

GEORGE W. HARTLEY
742 S. W. Vista Avenue—Phone: ATwater 5800
PORTLAND 5. OREGON Territory: Oregon and Washington

DONALD A. IKELER

2029 E. Main Street KALAMAZOO, MICH. Territory: Michigan

JOS. H. KENWORTH

850 Lake Shore Drive—Phone: Whitehall 4850 CHICAGO 11, ILL.
Territory: Chicago, Milwaukee, Minneapolis, St. Louis, Detroit. 25 years in territory.

HARRY LYNN

Candy Manufacturers' Representative
1511 Hyde Park Blyd.
CHICAGO 15, ILL.
Terr.: Chicago, Milwaukee, Ill., Ind., S. Wis.

PEIFFER FOOD PRODUCTS CO.

Imported and Domestic Candies 104 So. Mich. Ave.—Phones: State 3531-32 CHICAGO 3, ILL.

HART POSKA COMPANY

Merchandise Brokers
1203 Western Ave.—Phone Seneca 2466
SEATTLE 1, WASHINGTON Territory: Ore., Wash., & Northern Ida.

WILLIAM H. SMOCK SALES CO.

3816 Stevens Avenue MINNEAPOLIS, MINN.

Territory: Upper Mich., Wis., Minn., N. & S. Dak., Neb., Ia.

THEODORE A. SOMMER

CHICAGO 19, ILLINOIS

Tel. Vincennes 7174
Confectionery and Food Products
Serving metropolitan Chicago Sales Area
for 25 years

GEORGE R. STEVENSON CO.

302 Terminal Sales Building

Territory: Wash., Ore, Ida., Mont. Over 20 years in this area.

N. VAN BRAMER SALES CO.

3844 Huntington Ave.
MINNEAPOLIS, MINNESOTA

Territory: Minn., N. Dak., S. Dak., Ia., Neb.

W. A. (BILL) YARBOROUGH

38 Palisades Rd., NW ATLANTA, GEORGIA

Territory: Ga., Fla., Ala., Miss., Tenn. and Ky.

HARRY YOUNGMAN BROKER-AGE COMPANY

2145 Blake Street DENVER, COLORADO

Territory: Colo., Wyo., Utah, Idaho, Mont.

IRVING S. ZAMORE

2608 Belmar Place SWISSVILLE, PITTSBURGH 18, PA.

25 Years Experience Territory: Penn, excluding Philadelphia & W.Va.

Novel Carton Conservation Idea

The Decatur Cartage Co., Chicago, is aiding in the conservation of shipping containers by a novel method of shipping candy bars in insulated trucks. Essentially, the plan amounts to having a double-floored truck; the top floor being removable. Angle irons attached to the sides of the truck support oak shelving, the boards being put in place during loading. Candy bars, 24 to the box, are stacked in bundles of four without the shipping container. The shelf or second floor is 31/2 to 4 feet off the truck floor, thereby allowing adequate air-space for circulation.

The angle irons are jig drilled and the oak boards, one and a quarter inches thick, are fitted with bolts to slide in the angle. iron holes, thus assuring permanence during the haul. Aside from saving of valuable shipping cartons, the cost of the

cartons is saved the shipper and the shipping rate is no higher than when cartons are used. As the trucks are insulated and sufficient air space surrounds the candy bars, the temperature inside the truck can be kept around 75 degrees F., suitable for most candy. As skids and similar devices are not feasible due to odd truck sizes, this method is advocated by the cartage company as offering a contribution to the war effort.





Quality Supplies

Candy Craftsmen

Importers — Distributors Manufacturers

H. A. JOHNSON CO.

221 State St. 28 N. Moore St. Boston 9, Mass. New York 13, N. Y.



Buy Your ZAMX Requirements MOM

For QUALITY and ECONOMY

We recommend our Welded-Edge Ribbons All Widths and Colors Samples and quotations upon request.

National Ribbon CORPORATION

444 Fourth Ave., New York City 16



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



HELP WANTED

SALESMAN—Young man, experienced wholesale traveling salesman to sell Glace Fruits, Crushed Fruits, Toppings, Syrups, Flavors and Specials to Bakery, Ice Cream, Confectionery and Soda Fountain supply houses and wholesale grocers in Oklahoma, Arkansas, Western Louisiana and Eastern half of Texas. The C. M. Pitt & Sons Co., Key Highway, Boyle and Harvey Streets, Baltimore 30, Maryland.

HELP WANTED—All around Candy Maker. Steady work all year and good wages. Pippin Candy Company, 428 - Keo Way, Des Moines 9, Iowa.

HELP WANTED: Somewhere there is a Top-Notch DISPLAY AND MERCHANDISE MAN who would give his eye-teeth for the opportunity that exists in our growing manufac-turing retail chain. We have a number of shops, are financially strong. and have made great progress as a "one-man" outfit. Today we are ready to expand still more rapidly. For the right man-one who has had good training and who appreciates and can maintain good window display, shop appearance and good sales personnelwe can offer a pleasant, permanent and profitable connection. Salary open. Correspondence strictly confidential. Address J-10443, c/o THE MANUFAC-TURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

HELP WANTED—Plant superintendent for progressive company in East. Applicant must be capable of assuming full responsibility of plant operation and handle help. A splendid opportunity for man with good knowledge of candy and chocolate. Replies kept in strict confidence. State full qualifications, give age and employment experience for past ten years. J-10446, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

HELP WANTED — Candy Maker, for Melrose Confectionery Shop. Established for twenty-four years. Full or part. Good pay. Address 125 Broadway. Melrose Park, Ill., Phone Melrose 9050.

HELP WANTED

WANTED CREAM MAN. A
LARGE MIDWESTERN CONFECTIONERY MANUFACTURER IS IN NEED OF A GOOD
CREAM MAN TO ACT AS ASSISTANT FOREMAN. MUST
HAVE THOROUGH KNOWLEDGE OF CREAM CENTER
MANUFACTURING. THIS IS A
GOOD OPPORTUNITY WITH
GOOD PAY FOR THE MAN
THAT CAN SATISFACTORILY
FILL THIS JOB. STATE EGPERIENCE, AGE, AND OTHER
QUALIFICATIONS. ADDRESS
J-10448, c/o THE MANUFACTURING CONFECTIONER, 400
W. MADISON ST., CHICAGO,
ILL.

CANDY MAKERS experienced on Hand Roll Creams or for Starch Room work on fine centers only. Top wages. Steady work—48-Hour Week. Time and one-half overtime. Fine opportunity for advancement. Factory located in Los Angeles, Calif. Address I-9441, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED — Superintendent. For factory located in New England. Must be familiar with the manufacture of five cent bars, hard candy, fudge and cream work. Also, knowledge of automatic machinery and experienced in the handling of help and production. State age, past experience and availability, also, salary expected, in first letter. Address I-9446, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED — Superintendent. A splendid opportunity for man with full knowledge of retail candy making to take full charge of production for reliable and established retail organization manufacturing in several cities. Good salary. In reply please state full particulars, including experience, previous employment, age, marital status. All correspondence treated confidentially. Address H-84414, c/o, The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

HELP WANTED

WANTED—Candymaker, for progressive retail organization manufacturing in several cities. Good future for right man. In reply give full information as to age, past employment, etc. All acknowledgements treated confidentially. Address H-84415, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

CANDYMAKER experienced in high grade candy making for retail and wholesale, must be able to supervise kitchen. Permanent position, pleasant working conditions. Write full details, your age, experience and salary expected. Three B Chocolates, 2688 Broadway, New York 25, N. Y.

LEADING ST. LOUIS Department
Store has opening for experienced
Bakery and Confection Production
Manager. Qualified applicant must
have had successful experience as production manager; intimate knowledge
of methods, costs and formula data. In
reply give detailed account of experience, education, and draft status.
Also enclose a recent photograph. Address H-8442, c/o The ManufacTuring Confectioner, 400 W. Madison St., Chicago 6, Ill.

SUPERINTENDENT FOR FAST GROWING EASTERN CON-CERN. MUST BE QUALIFIED TO TAKE COMPLETE CHARGE OF MANUFACTURING. HANDLE HELP, UNDERSTAND EQUIPMENT, AND HAVE A FULL KNOWLEDGE OF CAN-DY. WE ARE PRODUCING FIVE CENT BARS ON A LARGE SCALE AND A FEW OTHER GOOD ITEMS. SUCCESSFUL APPLICANT WILL BE WELL PAID WITH A BONUS FOR PROVEN ABILITY. WRITE US GIVING YOUR FULL OUALIFI-CATONS AND PAST EXPERI-ENCE FOR THE PAST FIF-TEEN YEARS. ADDRESS G-7447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

IMMEDIATE SHIPMENT

can be made from our large stock of

Rebuilt Guaranteed Confectionery Machinery! **NO PRIORITIES REQUIRED!**



ro-

acure

innt. on-

HE

400

igh

and

vise

ant ails,

ev. 688

nent

nced

tion

nust

pro-

edge

. In peri-

atus. Ad-

FAC-

Iadi-

AST

ON-

IED

RGE

NG. AND

E A

AN-

IVE

RGE

HER FUL

ELL

FOR

E US LIFI-ERI-

FIF--7447,

ING Madi-

NER

THERE'S EXTRA MAN-POWER

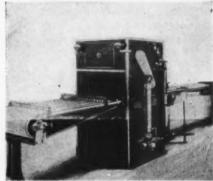
IN EVERY ONE OF THESE MODERN LABOR SAVING MACHINES!

OFFERED SUBJECT PRIOR SALE! Wire Collect for Prices and Details

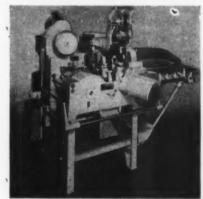
- I National Continuous Cooker complete with 2 pre-melting kettles and foot jack
- I Package Machinery Co. Model LP-2 Sucker Wrapper Machine
- I Package Machinery machine for sizing, cutting and wrapping Taffy Suckers
- I Racine Sucker Machine, late Model, connected with 2-19' x 40" carrier and cooling machines, motor driven with motor
- I John Werner, Semi-Automatic Ball Machine with 3 sets of cutters, directly motor driven with motor
- 3 Heilman Cocoanut Bon Bon Center Machines with forming parts to make centers 5%" to 1"
- 2 White 20" Caramel Cutters
- I 100 gallon Steam Jacketed, single action Mixer
- 1 35 gallon Thos. Mills Steam Jacketed Tilting Mixing and Stirring Machine, double action

. . . .

- 4 6' York Batch Rollers, motor driven with motor
- 1 7' York Batch Roller, motor driven with motor
- 4 Steel Water Cooled Slabs—96" x 36" 3 Steel Water Cooled Slabs—48" x 36"
- I Igou Stick Candy Machine with three 18' x 40" tables, also forming rolls of various sizes and cut-off
- 3 Hildreth Pulling Machines, from 3 motor driven with motor
- I Brach Machine, table type, motor driven with motor
- I Werner Sizing Machine, table type, motor driven with motor
- I Large Power 6 x 8 Drop Machine with 3 sets of rolls
- 1 16" Enrober Bottoming Attachment
- I Gum Sanding Machine complete with steaming table
- I Circulating Pump with steel tank
- 3 Herald Forced Draft Gas Furnaces



24" National Equipment Chocolate Enrober



Package Machinery LP-2 Sucker Wrapper

-----EQUIPMENT WANTED!

NOW IS THE TIME when surplus —idle, equipment can do a real fighting job!

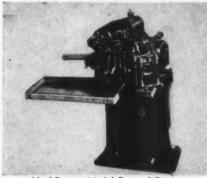
WE WILL PAY YOU UNHEARD OF CASH PRICES for a single ma-chine, an entire department or com-plete plant!

WE WILL PAY YOU MUCH

HIGHER prices today than you have ever been able to get in the past, higher than we may be able to pay you in the future!

WIRE COLLECT or write immediately, giving full information on what equipment you can put back into

Special High Prices Paid for Revolving pans and Steam-**Jacketed Kettles!**



Ideal Factory Model Caramel Cutter

Machinery for Every Confectionery Requirement!

STANDARD

318-322 Lafayette Street

NEW YORK, N. Y.

Cable Address-"Confecmach"



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



HELP WANTED

HELP WANTED — Candymaker experienced in high grade candy making for retail and wholesale, must be able to supervise kitchen. Permanent position, pleasant working conditions. Write full details, your age, experience and salary expected. Three B Chocolates, 2688 Broadway, New York 25, N. Y.

WORKING FOREMAN — Advise what your specialties are, past employment, age, marital status, salary expected and when available. All correspondence kept strictly confidential. Good future for the right man. Sisco-Hamilton Co., 514 S. Loomis St., Chicago 7, Ill.

CANDY MAKER to produce complete line of high class home made candies for small retail chain in the East. Plant completely equipped with modern machinery and labor saving devices. All around man preferred. State past experiences, salary expected, age, and when available. Address F-64410, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago 6, Ill.

CANDY MAKER experienced in all kinds of Cast Centers, Creams, Marshmallows, Jellies, Caramels, etc. Good opportunity and permanent position. Give full information as to experience, age, salary expected and availability. Address F-64411, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago 6, Ill.

MISCELLANEOUS

FOR SALE—A quantity of Wax Paper for use on Ideal Caramel Wrapping Machine. Sample upon request. Write for full information. Address I-9442, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

WANTED—Candy factory with 150,-000 or 200,000 feet or sufficient ground to add to the building. Hard candy equipment important but not essential. Location in the East or Middle West. Address I-94411, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

MISCELLANEOUS

CANDY FACTORY FOR SALE-Building concrete block 30' x 60' with 22' x 28' air conditioned dipping and packing room. Complete office equipment, three power mixers and cookers, one Hobart beater, five ft. ball cream machine, other equipment, 8-36 x 96 cooling slabs. 100 bags sugar, 25 bbls. corn syrup, 4000 lbs. chocolate, citric acid, cocoa, caramel paste, raisins, cellophane, 15,000 one and two lb. boxes, 11/4 million paper cups, 900 shipping crates, 6000 stock paper boxes, International pickup truck, ¾ ton cap. 25 barrels sugar syrup. Many other items, enough to make about \$25,000 worth of finished goods. Plenty of orders on hand. Owner returning to South America. Offered at \$20,000 cash as is and going. Good help, small town in deep south. Factory will be sold in next sixty days or closed for two years. Netting now \$1,200 per month and can be greatly increased. Don't reply unless prepared to buy it on above figures. Address J-10444, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

Dear Bob :-

Have you tried BUTEX for "That Butter-like TASTE" made with the NATURAL FLAVORING OILS of BUTTER in your various candies? BUTEX is being used by the better candy manufacturers in all types of candies, butter toffee, caramels, chews, pecan rolls, bars, fudges, hard and stick candies, fondant, and buttercreams that won't go rancid, with great success. BUTEX is used on the basis of 1 pound of BUTEX to ten pounds of any fat giving eleven pounds of a far superior butter flavor at a cost of about one cent per pound over your present fat cost. Based on 100 lbs. of butter, at 20 points per pound, BU-TEX will save you over 2200 RA-TION POINTS and about \$30.00 in money. Why not try BUTEX in your formulas. BUTEX may be had from leading bakery supply houses and is made by Weber & Mollner of Los Angeles, whose Eastern Representative is Fred G. Orcutt of Naperville, Illinois.

Yours for a "better flavored" product, Jack MISCELLANEOUS

WE BUY & SELL

ODD LOTS - OVER RUNS - SURPLUS



SHEETS-ROLLS-SHREDDINGS Collephane rolls in cutter boxes 100 ft. or more ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Shoots & Rolls

Tying Ribbons-All Colors & Widths Scotch Tape Clear & Colors hr

co

sa

no

jo

W

TI

40

D

an

sei

en

lo

TI

ER

F

6-1

rol

chi

Eq

M

Pa

fiel

dit

M

W

M

1-4

tur

Ad

FA

Ma

PA

ma

On

On

ute

pov

pac

Ch

cag

Diamond "Cellophane" Products

Harry L. Diamond
Sales Representative
2902 So. Michigan Ave. Chicago 18, Ill.

WANT TO BUY going candy factory. Cash or other terms to suit owner. Write full details. Address J-10445, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

POSITIONS WANTED

WANTED—Position as chemist in Chicago candy plant or allied industry by a woman well qualified and experienced to operate laboratory. Address I-9447, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

SALES REPRESENTATIVE

SALES REPRESENTATIVE-

Twenty-five years experience, large personal following, can produce volume and thorough distribution in Pennsylvania and West Virginia on confectionery and allied products. Call on confectionery and tobacco jobbers, wholesale grocers, syndicates, supermarkets and department stores. Correspondents invited from reliable manufacturers seeking representation on straight commission basis. Address J-10442, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



SALES REPRESENTATIVE

YOUNG MAN with sixteen years sales experience wants to add more broker items to sell jobbers, or will consider one good line as position as salesman representative in central Illinois where he is acquainted among jobbers. Getting prepared for Post-War selling. Address J-10447, c/o The Manufacturing Confecturer, 400 W. Madison St., Chicago 6, Ill.

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry. Large foilowing. Located Chicago. G-7436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY FOR SALE

t

G

in

ıd

ge

01-

in

011

all

rs,

er-

11-

n-

on

988

NG

St.,

FOR SALE — COCOA BUTTER PRESS, horizontal hydraulic type; 6-Ft. CHASER, granite base and rolls, had very little use, both machines manufactured by National Equipment Company, Springfield, Mass.; also MODEL U WRAP-PING MACHINE, manufactured by Package Machinery Company, Springfield. All machines in very good condition. Address I-9445, c/o The MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE:1-5' ball beater equipped for motor drive. 1-4' ball beater—belt drive. 1-20th Century cutter. Can be bought reasonable. Address H-84412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

PACKAGING equipment for sale.
One Johnson automatic cartoning machine; handles cartons 2x4x6 inches.
One air compressor, 2½x2½ inches.
One Sealright bag crimper, 60 per minute; 9" jaw. One 7 ft. water cooled, power driven compression unit. Handles packages 4" to 14" long. Address: Cook Chocolate Co., 1000 No. Ogden, Chicago 22, Ill.

MACHINERY FOR SALE

FOR SALE—One Werner Semi-Automatic Ball Machine with 3/4 inch ball rolls. Good as new. Archilbald Candy Corporation, 1137 West Jackson Boulevard, Chicago. Chesapeake 2700.

FOR SALE one Racine Sucker Machine and one Ideal Caramel Wrapper both guaranteed to be in perfect condition. Address H-8449, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

FOR SALE one National Equipment 24" Enrober with removable tank, suitable for chocolate and icing. Offered for immediate sale. Wire for prices and information. Address H-84410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

1-NATIONAL Equipment Wood Starch Buck. Machine in excellent operating condition. Address H-8448 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6 III.

MACHINERY WANTED

MACHINERY WANTED — Would like to purchase the following machinery: Hobart or similar make 20 to 30 qt. beater or mixer; 3 or 4 ft. Ball cream beater; Friend hand roll machine; Baker's oven for high grade fancy baked goods. Please give make and condition also lowest cash price. Address J-10441, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper coating pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o The Manufacturing Confectioner, 400 West Madison Street, Chicago, Ill.

MACHINERY WANTED

WILL PAY CASH for Simplex Vacuum Cookers, Steam or Gas. Also Dayton, Racine or Ball 5 Ft. Cream Beaters. Advise condition and quote lowest price. Address H-84411 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED—Bainbridge Cutrol Machine, State Condition. Age and Price. Matzger Chocolate Company, 780 Harrison Street, San Francisco 7 Calif.

INTERESTED IN PURCHASING for cash Model K or Model KD Kiss machine, also Long Salt Water Taffy Machine, give complete description and lowest cash price. Address H-8444, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED—Will pay cash for Simplex Vacuum Cooker, gas. Richmond Candy Mfg. Company, 810 N. Twenty-fourth St., Richmond, Virginia.

WANTED—Simplex Vacuum Cooker, gas or steam, also Continuous Hard Candy Cooking Machine. Will pay highest cash price. Address H-8447, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED 30" to 38" Copper Revolving Pans. Will pay highest cash price. Address H-8445, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WILL PAY CASH and remove immediately, Hobart Mixers 10 to 80 qt. capacity. Wire description, price and details. Address H-8446, c/o The Manueacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED—Brightwood box machine & Whiz volumetric packer. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

WANTED—Copper revolving pans preferably but not necessarily 38" with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

May We Suggest ...?

It is hard for us to read the patent literature; difficult to become interested in the plots. However, a recent patent, covering the making of a custard-like dessert by the chemical reaction of a lactone on milk, interests us. Has the candy industry forgotten that this lactone was introduced by a large manufacturer of citric acid? Perhaps, it's not too late to try the lactone in candy. Anyway, isn't candy a dessert?

Health candies were in evidence at a recent convention. One candy bar lists ingredients of dextrose, raw sugar, malt diastase, dried banana, soy bean and goat milk powders, and health chocolate. Added flavor was absent! We believe extra flavor would enhance the product; at least, it would tickle our palate. So little flavor is necessary that we feel the nutritional aspects of the product would not be changed.

Speaking about the vitaminized and mineralized fortified candies we anticipate interesting controversies with the advocates of the natural products. Hark back to the days when the coal tar colors were getting a foothold. We do hope that candies will never be fortified to the point where we won't know what to do with the added pep, vim, vigor and vitality obtained. Editorial 'bay windows' make wonderful displays

for gold watch chains!

Recall the 'Good Old Days.'
Didn't you like the cover on the
Saturday Evening Post of the September 23rd issue? (Darn it, they
don't need a plug)... Well, if the
Post can help the candy business,
and we believe they did with this
cover, maybe some of you manufacturers won't be out when a certain
gentleman calls in behalf of the
N. C. A. Council on Candy.

Have we forgotten "Sweetest Day," October 21st? We have a Cheese Week, Apple Week, Put Out the Fire Week, (excuse us, its Fire Prevention Week, Oct. 8-14), and whathave-you. Really, it's a let-down for us to have only one day and then forget it!

We like the Creed for Candy and doff our editorial hat to the N. C. A. and the Council for the phrasing. We hope that sentiment will continue in big business and sweeten life.

Time for The Manufacturing Confectioner to go to press is drawing closer. We hope you derive as much benefit from the preceding pages as we do in making-up. What ho, we're off—where's the type squeezer?

INDEX OF ADVERTISERS

Ambrosia Chocolate Co
Amer. Cyanamid & Chem. CorpSept. '44
Angermeier, T. H. & Co
Armour & CoMay '44
Aromanilla Co., Inc
Bachman Chocolate Mig. Co 3
Baker Importing Co 36
Basic Industries, IncMay '44
Bassons Dummy ProductsJuly '44
Bond, John T. & Associates
Burrell Belting Company
burien bening Company
California Almond Growers Exchange Sept. '44
California Fruit Growers Exchange
13, 29, 3rd Cover
Carrier Corporation
Central Soya Co., Inc34, 35 Chocolate Spraying Company
Clinton Company, TheSept. '44
Compagnie Duval
Confectionery Brokers
Corn Products Sales Co
Council on Candy of the N.C.AApr. '44
Crescent Mig. Company
Currie Manufacturing Co
Dawe's Vitamelk Laboratories, Inc., July '44 Diamond Cellophane Products 64 Dodge & Olcott Company2nd Cover Domestic Egg Products, Inc
Du Pont de Nemours Company, Inc., E. I.
Aug. '44
Dyer & Company, B. W 38
Equipment Engineering Company 53
Eppelsheimer & Co 47
Felton Chemical Company, IncSept. '44
First Machinery Corp
Florasynth Laboratories, Inc
Elleste biomete, and amountained
Gair, Robert CoMay '44
Gaylord Centainer CorporationSept. '44
Greer, J. W. Company4th Cover
Handler and Merckens, Inc
Henningsen Bros., IncMay '44
Henle Wax Paper Mig. CoMay '44
Hinde and Dauch59
Hooton Chocolate Co 38
Ideal Wrapping Machine Co 50
Industrial Gear Mig. CoAug. 44
Johnson Co., H. A 61
(

Kohnstamm, H., & CompanySept. '44
Kortright, Robert, Co
Krim-Ko Company 30
Lehmann, J. M., Company, Inc
Long & Co., Inc., James BSept. '44
Lueders, George and Co
Lynch Manufacturing CorporationSept. '44
Magnus, Mabee & Reynard, Inc
Marco Co., Inc
Marwyn Dairy Products Corp 31
Merckens Chocolate Co., Inc
Monsanto Chemical Company 9 National Equipment Company 43
National Ribbon Corporation
National Starch Products Incorporated
Nulomoline Company, TheSept. '44
Oakite Products, Inc 50
Package Machinery Company 54
Penick and Ford, Ltd., Inc
Pitt & Sons Co., The C. MSept. '44
Polak & Schwarz, Inc 10
Polak's Frutal Works, Inc
Preferred Milk Products, Inc
Purnell, J. W 37
Republic Steel CorporationSept. '44
Riegel Paper CorporationSept. '44
Ross and Rowe, Inc
1015 the 10we, 10th
Savage Bros. Co49
Schimmel & Company, Inc
Schmitt, F. R. & Son
Solvay Sales Corporation
Soy Bean Products Company 12
Speas Company 11
Staley, A. E. Mig. Co
Standard Synthetics, Inc 28
Stange Co., Wm. JSept. '44
Stehling, Chas., H. Co
Sweetnam, Geo. H., IncAug. '44 Swift & Co
5 Will W CO
Taffel Bros., Inc
Taft, R. C., Co
Tranin Egg Products Company 6
Union Standard Equipment Co
Union Starch & Refining CoMay '44
Onton States a meaning out
Vacuum Candy Machinery CoJuly '44
Van Brode Milling Co 31
*
Warfield Chocolate CoMay '44
Werner, John & Sons, IncMay '44
W.E.R Ribbon Corp 61
Wood & Selick, Inc 17



Flavor Freshness Uniformity

Constant attention to these important qualities has made EXCHANGE OIL OF LEMON first choice of American users.

The excellence that has always been associated with Exchange Oil of Lemon is checked by our expert chemists before every shipment.

Made by the largest producer in the Lemon Oil business today—always alert to the needs of the trade—the Exchange group continues to supply its customers with the world's finest Lemon Oil.



Sold to the American Market exclusively by

FRITZSCHE BROTHERS, INC.

74 Ninth Avenue New York, N. Y.

DODGE & OLCOTT COMPANY

180 Varick Street, New York, N. Y.

Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant: Exchange Lemon Products Co., Corona, California

Copyright 1944, California Fruit Growers Exchange, Products Department



Successful pioneering in confectionery machinery has become a distinguishing characteristic of Greer Engineering — just as Chicago candy manufacturers have become noted for their forward-looking methods. This new Multi-Color Coater is an excellent example of how time, labor, floor space, and equipment cost can be saved by installing the most ingenious modern equipment.

The Greer Multi-Color Coater simultaneously produces pieces with dark chocolate coating and light, Though Greer is still making a substantial amount of vital equipment for the U. S. Navy, part of the Greer plant is now again manufacturing confectionery and bakery machinery for customers who are granted proper priorities. For details of the Greer Multi-Color Coater, write for Folder M-10.

J. W. Greer Company, 119 Windsor Street, Cambridge 39, Mass.



